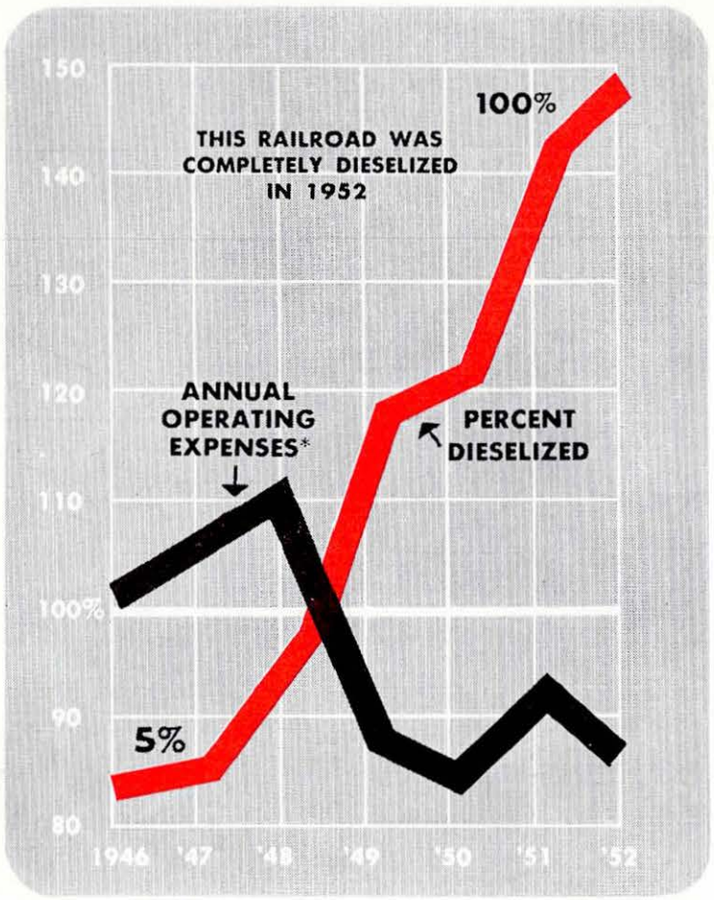
OCTOBER 26, 1953 Railway Mail Service on the Spot . . . p. 15

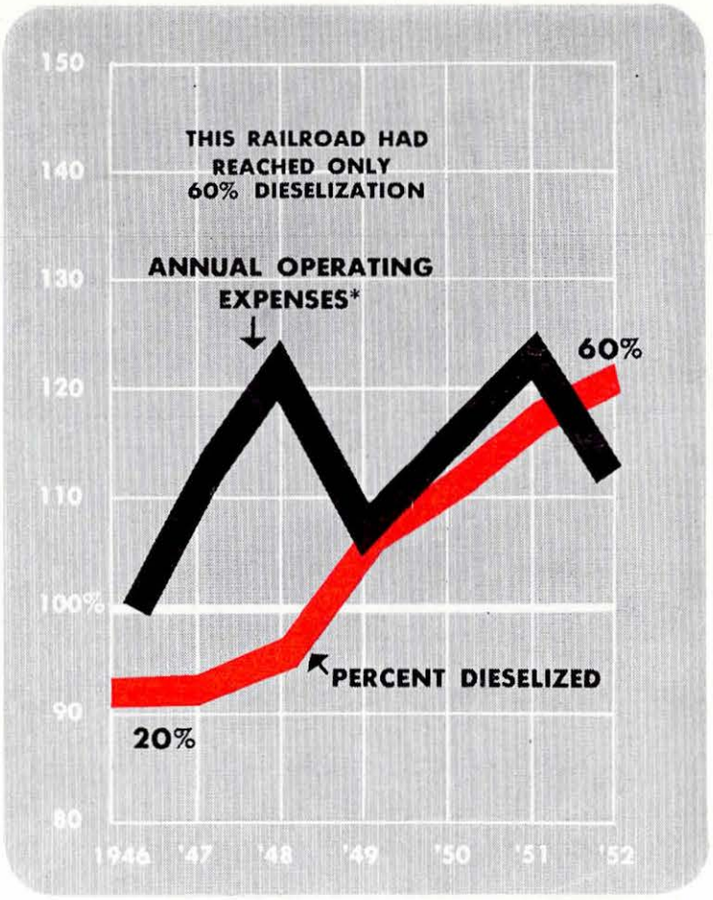
RAILWAY AGE NEWS ISSUE

The Standard Railroad WEEKLY for Almost a Century

Here's how

Complete Dieselization pays off





*SOURCE: I.C.C. REPORTS. Annual operating expenses shown as a percentage of 1946 costs. Includes locomotive fuel, repairs, lubricants, water, supplies, enginehouse expense, enginemen's wages, fuel and water station maintenance.

IN 1952 Diesel locomotives handled 65% of the freight, 72% of the passenger and 77% of the yard service on America's Class I railroads—at a saving of $604,063,000 *in fuel and maintenance costs alone.*

If all the remaining steam locomotives had been replaced with Diesels, an additional $249,168,000 could have been saved—an average of $17,780 for each serviceable steam locomotive, whether in use or not!

Railroads cannot afford to delay—

COMPLETE DIESELIZATION IS THE BEST INVESTMENT

For details write for booklet "How Complete Dieselization Pays Off"

ELECTRO-MOTIVE DIVISION
GENERAL MOTORS
La Grange, Illinois · Home of the Diesel Locomotive
In Canada: GENERAL MOTORS DIESEL, LTD., London, Ontario

GENERAL MOTORS LOCOMOTIVES

We've claimed Cat* Railroad Diesels are rated for *honest* horsepower—that they give you greater availability—handle bigger loads—start fast in any weather—use low-cost No. 2 furnace oil without fouling.

We've claimed that your Caterpillar Dealer backs them up with complete parts stores.

We've claimed they will last longer—and do more work with less down time than any other Diesel.

NOW MAKE US PROVE IT!

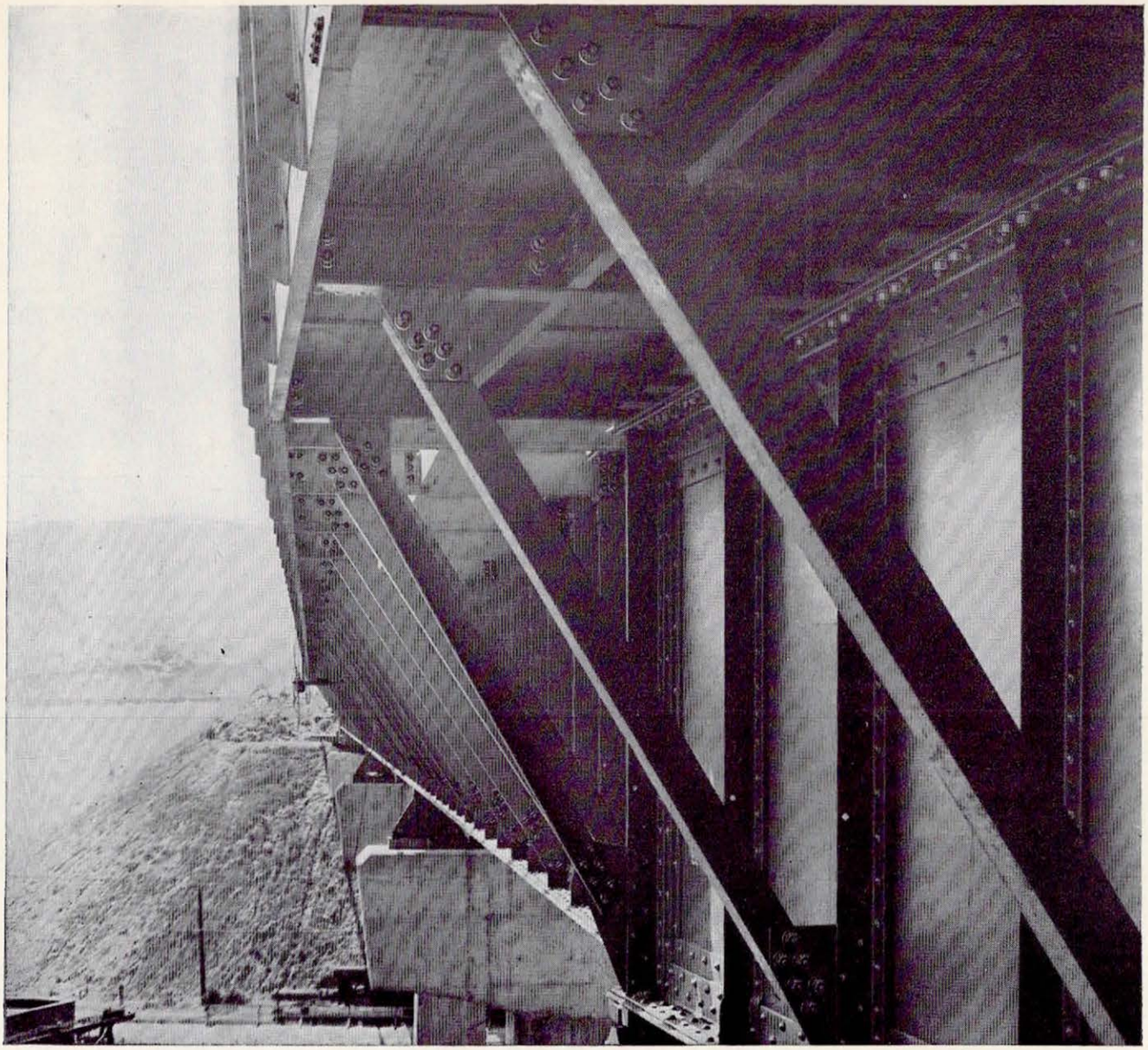
Your Caterpillar Dealer is ready to give you facts and figures—show you engines in locomotives and railcars—provide a list of roads you can talk to. He's as near as your phone. Call him today!

CATERPILLAR, Peoria, Illinois.

CATERPILLAR*

*Both Cat and Caterpillar are registered trademarks—®

RAILROAD DIESELS



Field Connections Made with High-Strength Bolts Stay Tight

The normal vibration encountered in bridges and other right-of-way structures usually exacts a heavy toll from field connections. But not when they're made with Bethlehem High-Strength Bolts.

Bethlehem High-Strength Bolts make firm connections which resist the effects of vibration and stay tight indefinitely. These high-strength bolts are used in place of rivets. They are economical because they can be installed quickly by a two-man team, using an impact wrench and a holding wrench. And they require only a minimum of maintenance.

Bethlehem High-Strength Bolts are made from carbon steel in a size range so wide as to meet every railroad requirement. They are heat-treated by quenching and tempering, and fully meet the requirements of ASTM Specification A-325.

Ask the nearest Bethlehem office for a copy of our useful booklet, "High-Strength Bolting for Structural Joints."

HOW BETHLEHEM HIGH-STRENGTH BOLTS ARE INSTALLED

The bolt is used with two hardened washers, one under the hexagonal head, the other under the hexagonal nut. The bolt-head is grasped with the holding wrench, while the nut is driven tight with the impact wrench, resulting in tremendous clamping pressure.

BETHLEHEM STEEL COMPANY
BETHLEHEM, PA.

On the Pacific Coast Bethlehem products are sold by Bethlehem Pacific Coast Steel Corporation. *Export Distributor:* Bethlehem Steel Export Corporation

BETHLEHEM STEEL

Fewer cut sections — longer track circuits

with "UNION" Coded Track Circuit Control

● With "Union" Coded Track Circuits, the train shunts against the *pick-up* value, not the release value of the track relay, which means higher shunting sensitivity. Because of this feature, and others, coded track circuits can be much longer than steady-energy circuits.

Potential savings are substantial, when you analyze the advantages of the coded track circuit system. There are fewer cut sections—fewer insulated joints—fewer housings. You can reduce, or often *eliminate* line wires and the cost of installing and maintaining them.

All this is in addition to the fact that "Union" Coded Track Circuits give you maximum protection against foreign currents. Get in touch with our nearest district office for more details.

UNION SWITCH & SIGNAL

DIVISION OF WESTINGHOUSE AIR BRAKE COMPANY

SWISSVALE PENNSYLVANIA

NEW YORK CHICAGO ST. LOUIS SAN FRANCISCO

RAILWAY AGE

PUBLISHED WEEKLY BY THE SIMMONS-BOARDMAN PUBLISHING CORPORATION AT ORANGE, CONN., AND ENTERED AS SECOND CLASS MATTER AT ORANGE, CONN. UNDER THE ACT OF MARCH 3, 1879. NAME REGISTERED IN U. S. PATENT OFFICE AND TRADE MARK OFFICE IN CANADA. EDITORIAL AND EXECUTIVE OFFICES AT 30 CHURCH STREET, NEW YORK 7, N. Y., AND 79 WEST MONROE S REET, CHICAGO 3, Ill. BRANCH OFFICES: 1081 NATIONAL PRESS BUILDING, WASHINGTON 4, D. C.—TERMINAL TOWER, CLEVELAND 13, OHIO—TERMINAL SALES BUILDING, PORTLAND 5, ORE.—1127 WILSHIRE BOULEVARD, LOS ANGELES 17, CAL.—244 CALIFORNIA STREET, SAN FRANCISCO 11, CAL. — 2909 MAPLE AVENUE, DALLAS 4, TEX.

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October 26, 1953 NEWS ISSUE Vol. 135, No. 17

Week at a Glance

A $75-million air rights project, briefly announced on these pages last week, will result in construction of three big new buildings over land now occupied by trainsheds of Chicago's Union Station. 9

Freight car floors are taking a beating from the increasing loads being handled into and out of cars by lift trucks. How damage may be minimized or avoided has been outlined by the A.A.R.'s Mechanical Division. 10

The brothers' modest (?) demands for higher wages and enlarged "fringe" benefits make interesting reading, in the light of the railroads' declining proportion of the country's total freight traffic. The "non-ops," incidentally, have called in the N.M.B., and are taking a strike vote. 12, 13, 14

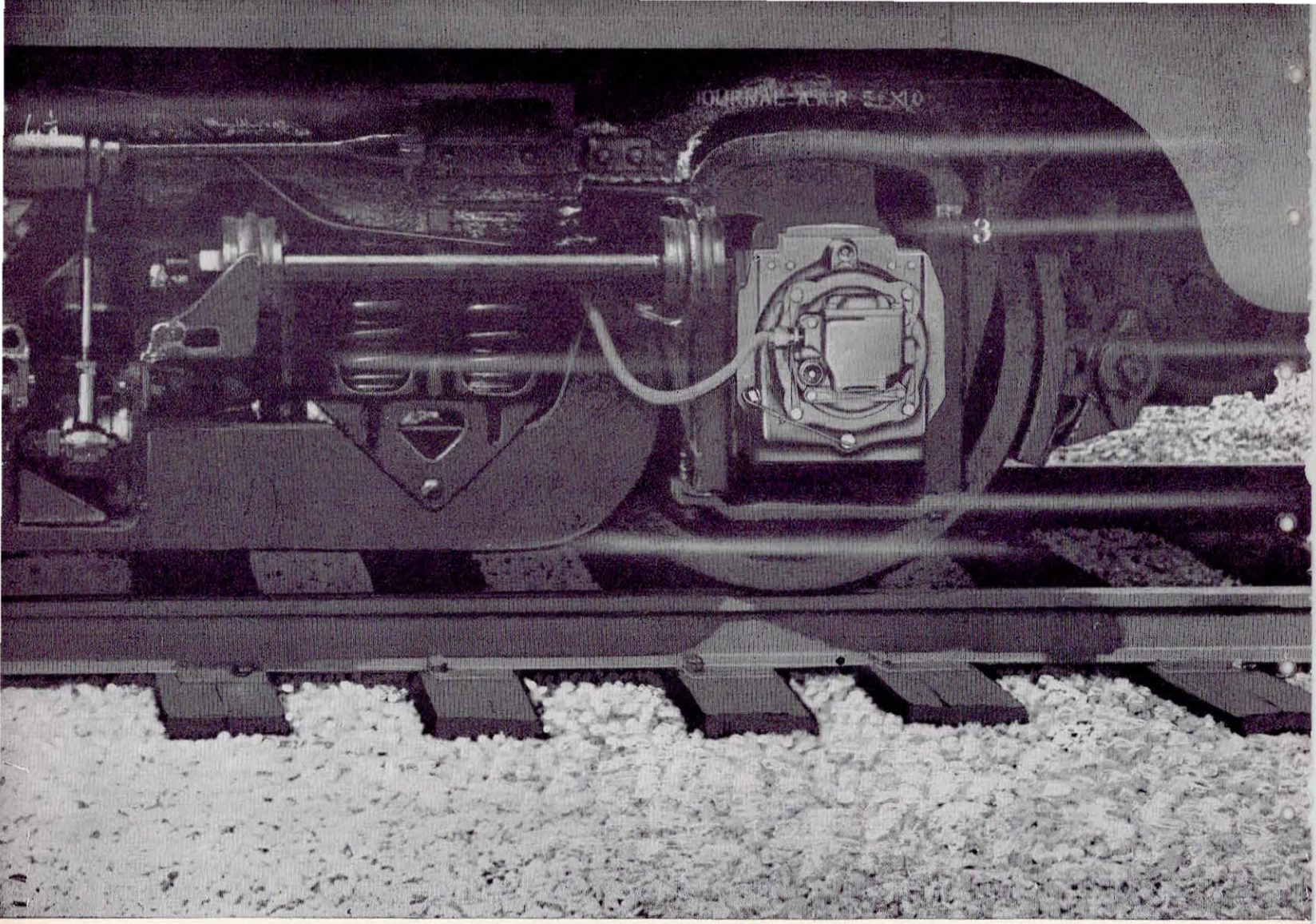
Railway mail service is by no means on the way out—but it must be made more efficient and economical, is the view of the Post Office Department's "traffic manager," Assistant Postmaster General John C. Allen. 15

More questions and answers for transportation departments. 18

FORUM: Is there too much eagerness to abandon branch lines that might, by various means, be turned into money-makers? 23

Pictures can promote safety — when they are used as skillfully toward that end as in the Norfolk & Western employees' magazine. 26

Wanted: More passengers! And if proceedings at the recent convention of the American Association of Passenger Traffic Officers are any criterion, they are going out to get them. 28



Keeping Wheels Turning Cuts RE-Turning!

Turning wheels are *earning* wheels. When they're rolling on the track, they're playing their part in paying a return on the money invested in the equipment. When they're being RE-turned it's a costly operation.

There's a practical way to keep wheels *off* the lathes and *on* the tracks . . . with the Westinghouse AP Mechanical-Pneumatic Decelostat® Controller. At the first hint of a slip, the Decelostat Controller momentarily relieves braking pressure . . . permitting wheels to regain train speed . . . then, braking pressure is immediately built up to train level.

Because braking pressure is relieved the instant wheel slip *starts* . . . the slip is arrested *before it can* develop into a *slide* . . . and you save the cost of many flat wheels.

Brakes are Basic to Railroad Progress

Westinghouse
AP mechanical pneumatic
DECELOSTAT® CONTROLLER

Westinghouse Air Brake Co.
AIR BRAKE DIVISION
WILMERDING, PA.

Current Statistics

Operating revenues, eight months	
1953	$ 7,177,891,292
1952	6,810,999,610
Operating expenses, eight months	
1953	$ 5,413,718,323
1952	5,298,347,702
Taxes, eight months	
1953	$ 862,075,835
1952	780,695,887
Net railway operating income, eight months	
1953	$ 744,916,284
1952	613,069,838
Net income, estimated eight months	
1953	$ 572,000,000
1952	435,000,000
Average price railroad stocks	
October 20, 1953	58.41
October 21, 1952	62.11
Carloadings revenue freight	
Forty-one weeks, 1953	30,684,663
Forty-one weeks, 1952	29,712,613
Average daily freight car surplus	
Wk. ended October 17, 1953	6,532
Wk. ended October 18, 1952	2,429
Average daily freight car shortage	
Wk. ended October 17, 1953	4,582
Wk. ended October 18, 1952	13,955
Freight cars delivered	
September, 1953	5,706
September, 1952	3,762
Freight cars on order	
October 1, 1953	42,198
October 1, 1952	95,377
Freight cars held for repairs	
September 1, 1953	97,013
September 1, 1952	108,222
Average number of railroad employees	
Mid-September 1953	1,224,719
Mid-September 1952	1,237,758

RAILWAY AGE IS A MEMBER OF ASSOCIATED BUSINESS PUBLICATIONS (A.B.P.) AND AUDIT BUREAU OF CIRCULATION (A. B. C.) AND IS INDEXED BY THE INDUSTRIAL ARTS INDEX AND BY THE ENGINEERING INDEX SERVICE. RAILWAY AGE INCORPORATES THE RAILWAY REVIEW, THE RAILROAD GAZETTE, AND THE RAILWAY AGE GAZETTE.

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Week at a Glance CONTINUED

BRIEFS

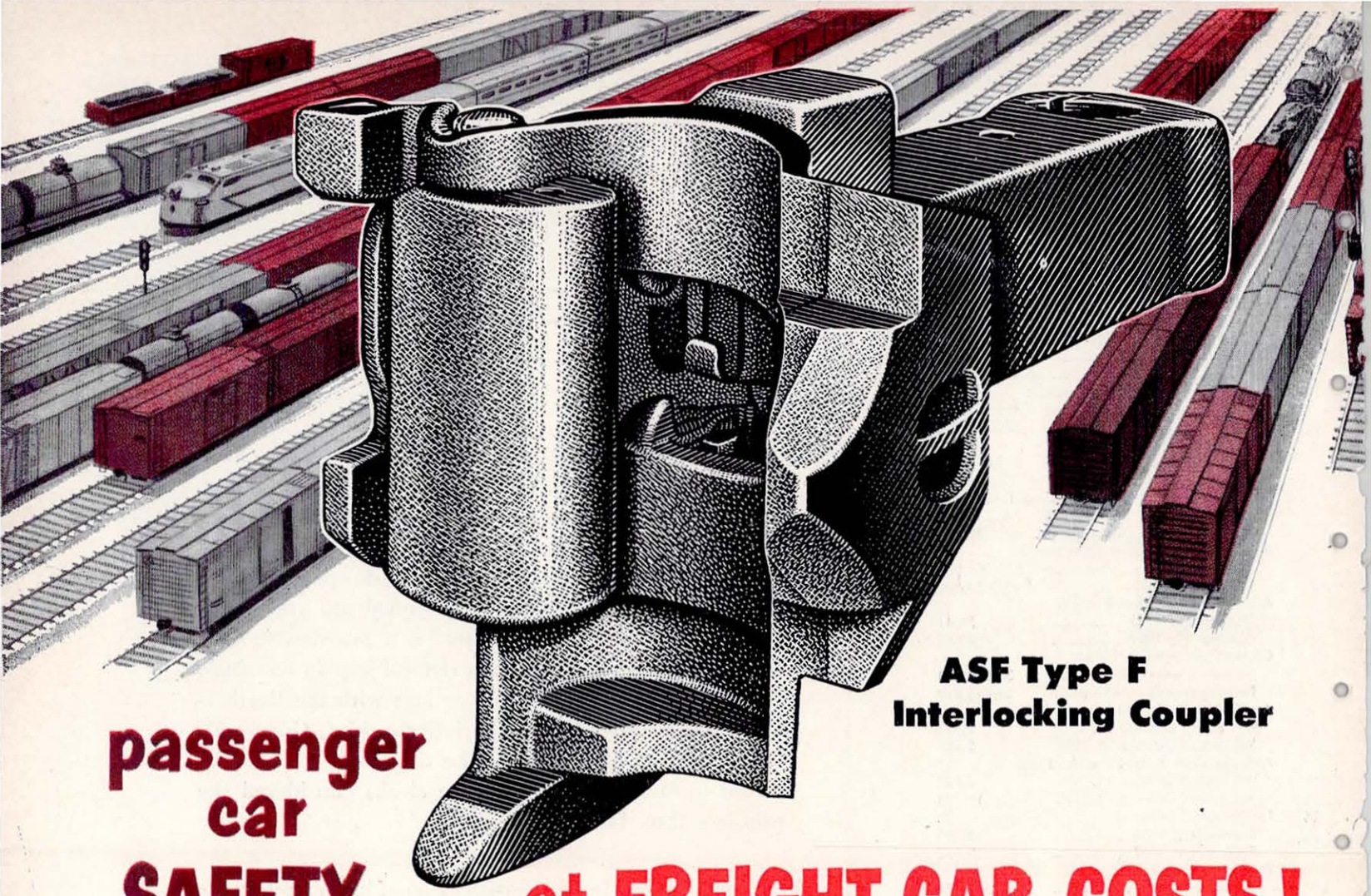
Opposition to "piggy back" has apparently been dropped by the teamsters, as the union's president, Dave Beck, now publicly states he will not oppose "technical progress in the trucking industry." Delineation of jobs between teamsters and operating rail brotherhoods has been partially ironed out and is not expected to cause trouble. There is a possibility, however, that teamsters may claim clerical jobs in terminals and this would put them face to face with the Brotherhood of Railway Clerks. The latter's chief, George M. Harrison, told *Railway Age* the other day he had not talked to Mr. Beck nor had the clerks considered the problem thus far.

Small walkie-talkie transmitters enabled members to broadcast their questions and comments from their seats at the A.A.R. Communications Section convention. The radio broadcast was picked up by a receiver on the rostrum and fed into the public address system.

Two prizes for one essay! It could happen, for the finance department of the Chesapeake & Ohio is sponsoring an essay contest similar to one being conducted by *Railway Age*, as announced on page 25 of our September 28 issue. Any paper written for the *Railway Age* contest may be submitted also in the C&O competition.

Hand baggage will be transferred to outbound sleeping car space direct from inbound for accommodation of passengers passing through Chicago. This new interdepot service will begin November 1 and will be provided by most—but not all—roads offering sleeping car service into the city. Similar to arrangements now in effect between a few "top" New York Central and North Western trains, the charge will be 50 cents for each piece of baggage.

Diesel oil purchases by U.S. railroads last year totaled 2,761,429,925 gallons, 16.6 per cent above 1951.



ASF Type F Interlocking Coupler

passenger car SAFETY.....at FREIGHT CAR COSTS!

Tests of Type F Interlocking Freight Car Couplers, and experience gained from years of service with the interlocking coupler principle in passenger service, prove conclusively that they will go a long way toward eliminating accidental freight train partings, even in cases of derailment. And, a realistic appraisal of coupler *operating costs*, rather than first cost, shows that the Type F Coupler will provide this higher safety and *still be consistent with freight car economics.*

For example, reducing accidental freight train partings means fewer lost man-hours . . . fewer schedule delays. Reducing the chance of telescoping and overturning of cars in cases of derailment means much less damage to equipment . . . less danger to personnel. In fact, the Type F Coupler will *eliminate* the cause of many derailments! The safety support prevents a pulled-out coupler from dropping to the track.

And, the Type F Coupler means *lower maintenance costs.* Eliminating practically all vertical movement between mated F couplers—plus over 50% reduction in free contour slack—means less wear and shock stress, longer knuckle and contour life.

Continuous improvement is the goal for all railroads. The Type F Coupler is another real contribution to railroad progress for freight service. In ordering new cars, *the time to specify it is now!*

Ask your nearest ASF Representative for more information on Type F Couplers, or write today for illustrated folder C2 which gives complete details on construction and operation.

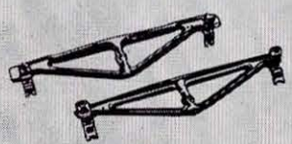
ASF

American Steel Foundries

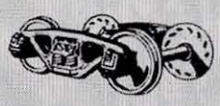
410 North Michigan Ave., Chicago 11, Ill.

Canadian Sales: International Equipment Co., Ltd., Montreal, Quebec

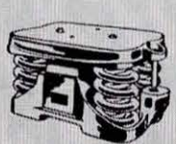
Look for this MINT ⬡ MARK on the running gear you specify



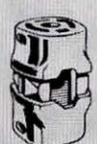
Cast Steel Brake Beams



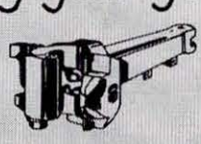
Ride-Control Trucks



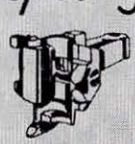
Ride-Control Packages



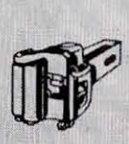
Simplex Snubbers



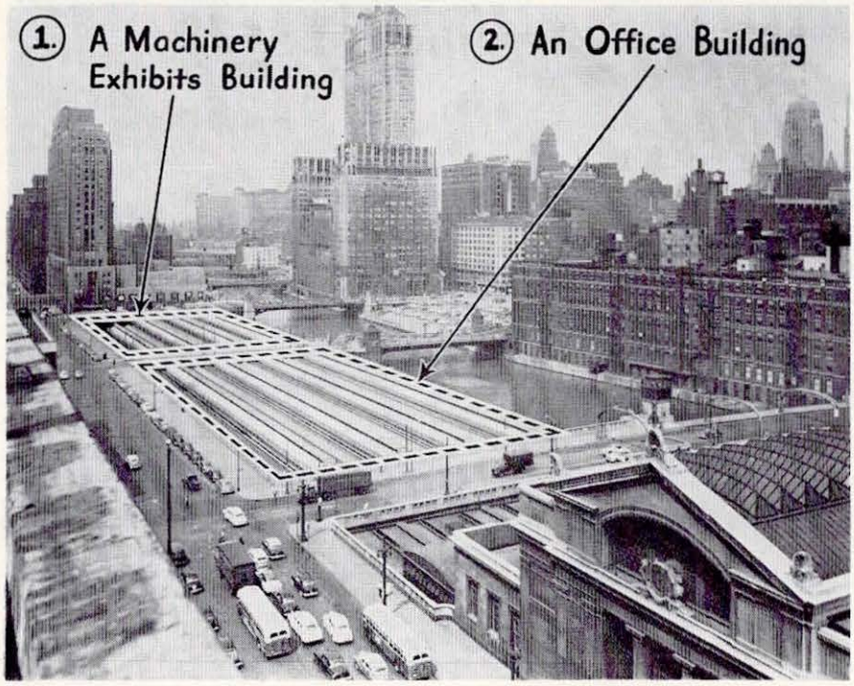
Tightlock Couplers



Type F Couplers



Type E Couplers



AIR RIGHTS WILL BE LEASED IN . . .

New $75-Million Project

Three block-square parcels of land over Chicago Union Station trainsheds to be utilized for new office and exhibition buildings

What has been termed the largest single air rights project ever considered in Chicago has been announced by Walter S. Franklin, president of the Pennsylvania and of the Chicago Union Station Company. The project involves rights over three block-square parcels of land occupied by Union Station trainsheds—a total of 332,385 sq ft.

Mr. Franklin said a "preliminery understanding" has been reached with Adolph L. Simon of Simon Brothers, New York, who would lease these air rights for development, rather than purchase them outright. Mr. Simon and his associates expect to construct an exhibition building for heavy machinery and a large office building on the two parcels located to the north of the Union Station Concourse building. Use of the third parcel, located directly south of the station concourse building, is as yet undetermined; it may be used for a single building or a group of buildings. According to Mr. Franklin, the Simon interests will lease all three blocks for 49 years with the lease being renewable for an additional 50 years. Total cost of the project has been set at "more than $75 million."

First — The machinery exhibition building will be the first to be constructed. It is planned to lease this building to manufacturers of heavy machinery, many of whom are now located in the area, for permanent display space for their products on a whole floor basis. The building, as presently projected, will be 15 stories high; will cover the entire air rights area of more than 90,000 sq. ft.; and will offer a rentable area of more than 1,200,000 sq. ft. As planned, it will be fully air-conditioned, and will contain a restaurant, cafeteria and motion picture theatre in which tenants may show pictures of their products. Street frontage will have stores and showrooms and river frontage will be landscaped. It is expected that this part of the overall project will cost $20 million.

Offices—The next building will be located in the parcel adjoining. It will be a "high class" office building—completely air-conditioned—occupying the 91,000 sq. ft. just north of the station. Size of the building was not disclosed in Mr. Franklin's announcement.

Two Others—The project is the third involving air rights over Chicago Union Station trackage. The others, both visible in the accompanying pictures, are the Chicago Daily News Building (upper photo) and the U. S. Post Office (lower photo). The latter covers an area of 273,945 sq. ft., on property purchased by the government from the station company in 1931. The station company reserved the perpetual

right to occupy adequate space for operation of trains and station facilities. The Daily News building transaction involved 90,241 sq. ft. of land and 10,373 sq. ft. of air rights with the station company, the Milwaukee and Pennsylvania back in 1927.

Chicago is also the scene of two other air rights projects—the Merchandise Mart, erected over tracks of the Chicago & North Western, and the new Prudential building, currently being built on property purchased from the Illinois Central and the Michigan Central (*Railway Age*, August 18, 1953, page 11).

Negotiations for the station company and its proprietary roads were handled by Herman H. Pevler, vice-president of the PRR; Lloyd F. Donald, vice-president of the Milwaukee, and Samuel L. Fee, vice-president of the Burlington —members of the station company's executive committee. John A. Dunbar, vice-president of Cushman & Wakefield, is the broker in the present negotiations; he will handle leasing of the projected buildings in association with Richard N. Eiger of the Eiger Realty Company, Chicago. Simon Brothers have built a number of large buildings in New York.

ONE REASON WHY freight-car floors and floor racks must be strong. This gas-powered lift truck is carrying a 2,210-lb. load of wire on 16-in. centers up incline and into a refrigerator car for a loaded return trip.

GM&O HISTORY IS PUBLISHED

Indiana University has announced publication of a 347-page illustrated history of the Gulf, Mobile & Ohio—the railroad that had to "expand or expire." Written as a doctoral thesis by James H. Lemly, now an assistant professor of business administration at the University of Georgia, the book is part of the university's school of business program of recording the histories of important American businesses.

That program is under direction of L. L. Waters, professor of transportation and business history, who himself is the author of another railroad history, "Steel Trails to Santa Fe."

In compiling material for his book, Dr. Lemly had full access to the GM&O's corporate records; during his two years of research he covered every mile of the seven-state system, holding conferences with officers and employees.

The importance of the history is pointed out by A. M. Weimar, dean of the school of business, in a foreword to the work. Referring to the GM&O as one of the bright spots of railroad history in this century, he said: "The transition of bankrupt short lines into a progressive, dieselized major system surely offers lessons in business enterprise for other companies." He adds that it demonstrates that "courage, integrity, imagination and the common touch are still the essentials of business enterprise."

Car Floors vs. Lift Trucks

Temporary or permanent floor reinforcement frequently necessary to avoid damage in loading and unloading, says A. A. R. Mechanical Division

In a circular letter, dated September 21, the Mechanical Division of the Association of America Railroads refers to difficulties with cars placed for heavy loadings which break through car floors, and says:

"Use of lift trucks for loading and unloading of freight cars is steadily increasing. Lift trucks now in use weigh from 6,500 lb. to 23,000 lb. and will carry loads up to 18,000 lb. Under these conditions it is possible to get loads upwards of 20,000 lb. on one floor board between supports. Concentrated loads on a car floor should not greatly exceed 500 lb. per sq. in.; therefore, with the combined weight of lift trucks and load, it is necessary that temporary steel plates of suitable size be used to distribute the weight of wheel loads to prevent damage to car floors.

"To conserve equipment and reduce frequent shopping for renewal of floor boards, delays to trains en route on account of transfer of lading, and possibility of derailment due to lading falling through car floors, the following corrective measures should be taken:

(1) "A careful inspection should be made of all cars furnished for loading and cars selected should have flooring and floor supports adequate to carry lift trucks if used; also, adequate to carry lading to destination. To accomplish this, it will be necessary for car forces to become familiar with loading practices and commodities shipped in their district and for which their railroad is supplying cars.

(2) "Some of the auto cars and older cars were constructed with only one floor stringer between center sill and side sill, which have proven inadequate, and should not be furnished for loading heavy commodities. When such cars are being rebuilt or receiving heavy repairs, consideration should be given to application of additional floor stringers.

(3) "When cars are on repair tracks, careful inspection should be made of floor stringers, including end attachments to crossbearers and bolsters; also, to fillers between center sill and floor to make sure that proper support is provided for floor boards.

(4) "Individual floor boards found broken should be promptly renewed to avoid breakage of additional boards and loss of car usage on account of shopping for renewal of complete floor."

Public Relations

Railway Ad Managers Sponsor Another Contest

"To encourage advertisers to augment individual and collective efforts of railroad advertisers in creating a better understanding on the part of the general public of the importance of railroads in the transportation system of America, and in encouraging development of additional rail traffic," are the stated objectives of the Association of Railroad Advertising Managers for its Third Annual Advertising Competition, just announced.

The competition is open to any advertising featuring railroads in any recognized media. The ads may be of an institutional nature, or of direct assistance in promotion of traffic, as a plaque will be presented to the winner in each category at the association's annual meeting which is to be held in New Orleans January 28-30.

Proofs are acceptable for any advertisement appearing in the period from November 1, 1952, to October 31, 1953.

They should be sent to Walter S. Jackson, chairman, A.R.A.M. advertising awards committee, P.O. Box 6119, Cleveland 1, Ohio. They should be submitted not earlier than October 31 and not after November 15.

Previous awards have gone to the General Electric Company and the American Railway Car Institute for institutional ads; and to the Electro-Motive Division of General Motors Corporation and to the American Car & Foundry Co., for traffic ads.

"PIGGY BACKS" FAVORED BY 83% OF SHIPPERS POLLED

More than eight out of 10 industrial and commercial traffic managers, members of *Railway Freight Traffic's* monthly traffic poll panel, feel railroads should get into the business of hauling highway trailers on flat cars —as soon as possible. The keen interest with which these industrial traffic managers and chamber of commerce traffic directors are watching current "piggy back" developments was evident in the extremely high rate of returns in this month's poll—81 per cent.

Over 83 per cent of the replying pollees advocated adoption of the service at the earliest possible time. Some of them felt the privilege of shipping trailers on flat cars should not be limited to independent motor common carriers, but that shippers should be able to send their own trailers as well. Others asserted that this new transportation technique would be beneficial for railroads to use in handling their own rail-billed l.c.l. traffic by consignment on rail-owned trailers. For the most part, those in the majority felt the new service would be of mutual benefit to railroads, motor carriers and shippers.

Only slightly more than 14 per cent of the respondents vetoed the idea as more or less impractical, while less than one per cent held no opinion at this time. There were also a few who preferred to give the subject more thought before making any statement.

The traffic poll is a regular monthly feature of *Railway Freight Traffic*, one of *Railway Age's* companion publications.

Operations

Trainmen Want Knudson To Endorse "Piggy-Backs"

The Brotherhood of Railroad Trainmen last week asked the Defense Transport Administration to investigate the movement of truck-trailers-on-flat-cars "for the ultimate purpose of declaring a public policy supporting it as vital to the national defense."

W. P. Kennedy, president of the trainmen, wrote D.T.A. Administrator James K. Knudson and suggested that if D.T.A. can urge carriers to buy more freight cars it can also urge them to embrace "piggy-backs."

The B.R.T. president told Mr. Knudson that in spite of "general railroad prosperity" the industry's position in the total transportation picture "has been steadily slipping." This loss, he added, has been due largely to inroads of over-the-road trucks which have competitive advantages in taxes and other cost items.

"The carriers, however, have also contributed to the decline by an apparent unwillingness to compete on the basis of service," Mr. Kennedy declared. "Whatever the reason, the result has been a general undermining of the future prospects for our great railroad industry."

Railroads now are faced with the opportunity of getting back lost business and securing business they have never had, the B.R.T. president continued. He said no idea in recent years has held "so much promise for the entire transportation economy, and the public, as the movement of trailers-on-flat-cars.

"The stumbling block seems to be the carriers' general and traditional sluggishness in adopting new ideas, covered by fear that rate structures may somehow be affected," Mr. Kennedy added. He questioned whether rate structures are any good on commodities that are not hauled, "and will never be hauled under present service arrangements."

Figures of the Week

Freight Car Loadings

Loadings of revenue freight in the week ended October 17 totaled 822,539 cars, the Association of American Railroads announced on October 22. This was an increase of 18,469 cars, or 2.3 per cent, compared with the previous week; a decrease of 15,869 cars, or 1.9 per cent, compared with the corresponding week last year; and a decrease of 64,109 cars, or 7.2 per cent, compared with the equivalent 1951 week.

Loadings of revenue freight for the week ended October 10 totaled 804,070 cars; the summary for that week, compiled by the Car Service Division, A.A.R., follows:

REVENUE FREIGHT CAR LOADINGS
For the week ended Saturday, October 10

District	1953	1952	1951
Eastern	131,851	140,862	140,405
Allegheny	151,592	161,437	170,664
Pocahontas	57,965	56,484	66,769
Southern	129,046	130,939	134,596
Northwestern	137,158	146,569	144,278
Central Western	133,147	140,242	144,916
Southwestern	63,311	66,264	67,055
Total Western Districts	333,616	353,075	356,249
Total All Roads	804,070	842,797	868,683
Commodities:			
Grain and grain products	53,291	54,908	54,484
Livestock	15,698	17,040	18,933
Coal	134,914	134,184	160,411
Coke	12,871	14,788	16,003
Forest products	43,207	41,324	48,525
Ore	78,796	88,985	78,904
Merchandise l.c.l.	71,608	75,620	75,868
Miscellaneous	393,685	415,948	415,555
October 10	804,070	842,797	868,683
October 3	812,554	851,920	858,757
September 26	819,709	862,065	864,575
September 19	823,884	873,596	863,690
September 12	710,554	881,291	850,812
Cumulative total, 41 weeks	30,684,663	29,712,613	32,071,139

In Canada.—Carloadings for the seven-day period ended October 7 totaled 84,004 cars, compared with 116,565 cars for the nine-day period ended September 30, and 84,989 cars for the seven-day period ended September 21, according to the Dominion Bureau of Statistics.

	Revenue Cars Loaded	Total Cars Rec'd. from Connections
Totals for Canada:		
October 7, 1953	84,004	31,370
October 7, 1952	84,561	36,358
September 30, 1953	116,565	40,051
September 30, 1952	117,252	51,615
Cumulative Totals:		
October 7, 1953	3,085,876	1,265,423
October 7, 1952	3,169,947	1,342,628

Rates & Fares

Livestock Drought Relief Rates Extended

Western roads have extended until November 16 the 50 per cent reduction in rates on livestock feed moving into drought-stricken southwestern states. The rates were put into effect July 1

What the Brotherhoods Want

(A condensed summary of demands for higher wages and/or increased "fringe" benefits now pending against the nation's railroads from the principal railway labor organizations. In some cases, additional demands for changes in working rules have been made on individual railroads, e.g., on the Long Island, trainmen are asking for "elimination of the duty of turning seats and closing windows in passenger cars at the end of a run.")

	Brotherhood of Locomotive Engineers	Brotherhood of Locomotive Firemen & Enginemen	Brotherhood of Railroad Trainmen	Switchmen's Union of North America
"Basic" pay rates to be →	Those in effect as of Oct. 1, 1953	Those in effect as of April 1, 1953	Those in effect as of Oct. 1, 1953	Those in effect as of Nov. 1, 1953, or "any higher rate" effective under "cost-of-living" adjustments prior to final settlement
These "basic" pay rates to be increased as of →	Oct. 1, 1953	Nov. 1, 1953	Nov. 1, 1953	Nov. 1, 1953
By these amounts →	30 per cent	37½ cents per hour, or $3 per day, or 100 miles. An additional increase of the same amount for firemen and helpers in yard service and hostlers working under 5-day week agreement	37½ cents per hour, or $3 per day	40 cents per hour, with "correction" of "inequities" resulting from 5-day week
With arbitraries, allowances, guarantees, etc., to be increased →	30 per cent	In proportion to increase in basic rates	In proportion to increase in basic rates	40 cents per hour, or in proportion to increase in basic rates
Subject to minimums of →		In road service, $18 per day for firemen (steam) and helpers (diesel and electric); $20 per day for enginemen represented by B.L.F. & E.		

ORDER OF RAILWAY CONDUCTORS—Has renewed its demand of March 15, 1949, for "graduated rate of pay tables based on weight on drivers of locomotives used," with effective date of August 10, 1953.

NON-OPERATING BROTHERHOODS—Are seeking "fringe" benefits, as follows: (1) Paid vacations of from 5 to 20 "consecutive working days," beginning with 5 days for 1 year's service and increasing to 20 days for 15 years' service; (2) seven paid holidays, with triple pay for any work done on such days; (3) free life insurance equal to one full year's pay, with a minimum of $3,500 per employee; (4) full hospital, medical and surgical care for any sickness, injury or other disability of any employee, his wife, or other dependents, including children under 18; (5) time-and-one-half for Sunday work; and (6) free transportation up to and including full pass privileges on *all* trains on all railroads for employees with five or more years' service, and their dependents (*Railway Age*, June 1, page 17). As reported elsewhere in this issue, the non-operating unions, last week, invoked the services of the National Mediation Board in settlement of their demands, and are taking a strike vote.

SWITCHMEN'S UNION OF NORTH AMERICA—In addition to pay increases listed above, is asking for: (1) Continuation of quarterly "cost-of-living" adjustments, with "no downward adjustment in the hourly rate greater than 5 cents below the highest rate attained under this proposal, and, in no case . . . below the basic hourly rate"; (2) a "second-shift" differential of 10 cents per hour and a "third-shift" differential of 15 cents per hour; (3) additional differentials for various classes of work; (4) double pay for specified holidays; (5) double pay for overtime; (6) paid vacations of 1 week for 1 to 5 years' service, 2 weeks for 5-10 years' service, 3 weeks for 10-15 years' service, and 4 weeks for over 15 years' service; (7) 7 days' yearly sick leave, cumulative to 60 days, for all employees with 2 or more years' continuous service; and (8) payment in full by the carrier of all hospital, medical and surgical care incident "to any illness, injury or other disability of any employee."

BROAD FOURTH-SECTION PLEA FILED AS SIMPLIFIER

The railroads last week filed with the Interstate Commerce Commission an application for general relief from the fourth section's long-and-short-haul clause to permit carriers with indirect routes to meet the competition of direct routes, without circuity limitations or other restrictions of any kind.

The application is part of the railroads' tariff simplification program, and it is expected to have the support of the National Industrial Traffic League. It was filed by chairmen of the three regional traffic associations.

(*Railway Age*, July 20, page 13) for a period up to October 1. Later they were extended to October 15.

At the same time, western roads reduced rates 50 per cent on hay shipped from western territory into affected areas of Missouri and other southwestern states. Harry C. Barron, chairman of the executive committee of the Western Traffic Association, explained that while hay was included in the commodities granted reduced rates since last July, it developed that modifications of billing regulations were advisable to enable hay shipments to take advantage of the reductions as readily as other feeds—which have been moving in heavy volume.

"Rate reductions on traffic actually moved to drought areas have aggregated more than $4 million since July 1," Mr. Barron commented. "And in addition, livestock producers have been granted free return movement of their herds to drought areas from which they have been shipped for pasturage and feeding."

He said the actions were taken at the "urgent" request of Secretary of Agriculture Benson and officials of drought states.

Volume of Intercity Freight Traffic in Ton-Miles By Kinds of Transportation, Years 1951-1952

Transport agency	Ton-miles (billions) 1951	Ton-miles (billions) 1952[1]	Per cent of change 1952 compared with 1951	Per cent of annual total 1951	Per cent of annual total 1952
Railways, steam and electric, incl. mail and express	655.4	623.5	−4.9	55.9	54.9
Highways, for hire and private use	182.5	184.1	+ .9	15.6	16.2
Inland waterways, incl. Great Lakes	182.2	170.0	−6.7	15.5	15.0
Pipe lines (oil)	152.1	157.5	+3.5	13.0	13.9
Airways (domestic revenue service, incl. express and mail)	.3	.4	+9.6	[2]	[2]
Grand total	1,172.5	1,135.5	−3.2	100.0	100.0

[1] Preliminary estimates.

[2] Represents about .031 of one per cent in 1951 and .036 of one per cent in 1952. Basic figures are 372 millions in 1951 and 408 millions in 1952.

Railroads Lost Ground in 1952

Their "share" of intercity ton-miles was 54.9 per cent of total, compared with 55.9 per cent in 1951

The railroads' "share" of total intercity freight traffic, as measured by ton-miles, was 54.9 per cent in 1952 as compared with 55.9 per cent in 1951. Meanwhile, the truckers' share was up slightly—from 15.6 per cent in 1951 to 16.2 per cent last year.

These comparisons with like figures for other agencies of transportation are set out in the accompanying table, which was reproduced from the latest "Monthly Comment" issued by the Bureau of Transport Economics and Statistics of the Interstate Commerce Commission.

The Bureau noted that some of the 1951 figures have been revised since preliminary data for that year were published in the October 1952 issue of the "Comment."

Labor & Wages

Express Workers Strike In Three Cities

Employees of the Railway Express Agency have struck at Milwaukee, Detroit and Pittsburgh.

At Detroit an estimated 900 members of the Brotherhood of Railway Clerks walked off the job to support demands for a 30-cent hourly wage increase. However, there was no picketing as the agency had obtained a court injunction against it during a brief walkout at Detroit last month.

The Milwaukee walkout is likewise over a 30-cent wage increase demand. All shipments except medical supplies have been embargoed for Milwaukee and most of its suburban communities. The Pittsburgh walkout is over even higher wage demands—37½ cents an hour, although a spokesman for the express agency indicated that a jurisdictional dispute between the clerks and the A. F. of L. International Brotherhood of Teamsters was also involved.

"Non-Ops" Turn to N.M.B. In "Fringe Benefits" Case

Fifteen unions representing non-operating employees last week invoked services of the National Mediation Board in their move to obtain more favorable "fringe benefits." They also revealed that a strike vote will be taken.

Railroads were charged with "protracted stalling" on the non-op demand for improved vacations with pay, holidays with pay, a health and welfare plan, premium pay for Sunday work and a standard free-pass plan. These demands were served on the carriers earlier this year (*Railway Age*, June 1, page 17, and this issue, page 12).

G. E. Leighty, president of the Order of Railroad Telegraphers and spokesman for the non-op group, advised the strike vote is being taken. He said ballots will all be in by December 1.

Mr. Leighty told a press conference on October 20 that the non-op group invited carrier representatives to meet with them in Washington, D.C., on that date. He said the carrier group "did not appear." This resulted in the non-ops turning to the mediation board, and the decision to circulate a strike ballot.

Mr. Leighty made public a letter he sent to the three railroad conference committees on October 12. This was the letter which invited the carriers to the October 20 meeting. It also contained this statement about any new non-op wage demand:

"As to whether a request for a general wage increase will be made, I wish to inform you that the organizations have not as yet made any determination as to whether such a request will be made, and, if so, when. If such a request is made it is our intention to handle it independently of the pending dispute concerning the revision and supplementation of our rules agreements."

The day following Mr. Leighty's

UNIONS' STALLING CHARGE IS LABELED 'SHEER BUNK'

A. J. Bier, manager of the Bureau of Information of Southeastern Railways, said the railroads have been willing—and still are—to meet the "non-ops" on November 3 to discuss their "fringe benefit" demands. Mr. Bier took issue with the charge that carriers are "stalling," and he labeled the charge "sheer bunk."

G. E. Leighty, head of the non-op negotiating committee, called an October 20 press conference in which he said carrier representatives did not show up at a meeting which the unions proposed for that date. As a result, the non-ops decided to "invoke the services of the National Mediation Board" and to spread a strike ballot.

Mr. Bier, when informed of this statement, said the carriers advised Mr. Leighty a week beforehand that previous commitments would prevent their attending the October 20 meeting. They offered, instead, to meet in Chicago on November 3. That offer, he said, still holds good.

On October 22, the Mediation Board announced it had arranged for meetings between the unions and the railroads. They will be held at Chicago beginning November 3 and the board will not participate.

press conference, Francis A. O'Neill, Jr., chairman of the Mediation Board, indicated the board would urge the parties to go ahead with their own conferences on a national level.

Traffic

N&W Holds Two-Day Service Meeting

Since the end of World War II the Norfolk & Western has spent over $200,000,000 for capital improvements, H. C. Wyatt, vice-president and general manager, told the more than 125 N&W sales and service men who attended an October 8-9 meeting in Norfolk, Va. Called an "education and training program," the meeting covered most phases of the job of selling railroad service to the nation's shippers (*Railway Age*, October 19, page 13).

Mr. Wyatt said the postwar expenditures were designed not only to expedite handling of existing traffic, but also to provide capacity for handling an ever greater volume of business. He pointed out that purchase of new locomotives, plus outlays for modern engine terminal facilities, enabled the N&W in 1952 to handle 12 per cent more freight business, measured in gross ton-miles, than in 1940, "with 22 per cent fewer locomotives, and without sacrificing speed."

Foreign Trade—F. S. Baird, vice-president in charge of traffic, making the principal address at a dinner concluding the two-day meeting, reviewed the foreign trade situation as it affected Virginia ports, particularly Norfolk, and the vital role played by railroads serving the ports.

Discussing disputes about wharfage and handling charges at Norfolk, Mr. Baird said that Lamberts Point Docks, Inc., which operates N&W Norfolk facilities (except coal piers), had to increase wharfage and handling charges on southern traffic because of general increased operating costs. The Atlantic Coast Line, the Norfolk Southern, the Seaboard Air Line and the Southern did not go along with the increase, he added, declaring that any delay in settlement of the controversy "may well mean irreparable injury" to the interests of Norfolk as a port. He called on the Virginia State Ports Authority, the Norfolk Port Authority and other affected interests to join with the N&W, the Atlantic & Danville and the Virginian "in persuading the I.C.C. that the tariffs which would have these adverse effects are not justified and should be rejected."

Other speakers during the program were N. R. Lehmann, assistant vice-president in charge of traffic; C. F. Keeley, freight traffic manager; R. F. Dickson, assistant freight traffic manager; and E. L. Repass, passenger traffic manager.

People in the News

George Laird Named Secretary of I.C.C.

George W. Laird became secretary of the Interstate Commerce Commission on October 19. The appointment was announced that day by Commission Chairman J. Monroe Johnson.

Mr. Laird had been acting secretary since retirement of former Secretary W. P. Bartel on August 31, 1952. For 16 years prior to that time he had been assistant secretary. Mr. Laird has been with the commission for nearly 43 years.

Organizations

R. A. Williams, president of the Standard Railway Equipment Manufacturing Company, Chicago, has been elected vice-president and chairman of the finance and budget committee of the **Transportation Association of**

(*Continued on page 36*)

MORE THAN 125 N&W freight sales and service representatives attended a two-day conference at Norfolk, Va., October 8-9. In this group photograph, F. S. Baird, vice-president—traffic, is in the center of the front row, flanked on the left by S. S. Hosp, freight traffic manager, and R. F. Dickson, assistant freight traffic manager. W. C. Sawyer, foreign freight traffic manager, and N. R. Lehmann, assistant vice-president—traffic, are at the right.

Railway Mail Service on the Spot

The Post Office Department's traffic manager thinks it could be improved and made more economical

Assistant Postmaster General John C. Allen, who is the Post Office Department's traffic manager, thinks the railroads could improve their mail transportation service while at the same time making the operation more economical. He outlined his views to a *Railway Age* representative who came away with the impression that the railroads may now have to sell mail transportation on a price and service basis, just as they sell freight transportation.

Mr. Allen came to the Post Office Department from Sears, Roebuck & Co., where he was general traffic manager. Also, he had served as a member of the National Industrial Traffic League's board of directors and executive committee. Quite naturally, he has the industrial traffic manager's approach to the purchase of transportation, which is to buy the required service from the agency offering it at the lowest cost, all factors considered.

Determined to Cut Costs

Moreover, Mr. Allen is determined to have his Bureau of Transportation do its full share toward carrying out the department's program, which is "directed at improving service, while at the same time reducing costs and decreasing deficits." That program was announced and thus described in President Eisenhower's state-of-the-union message last February. And Postmaster General Arthur E. Summerfield has said recently that he and his associates are "taking these orders literally."

Mr. Allen's general view is that the mail-pay increases of recent years, and the pending proposal for another advance, have made transportation costs relatively more important to the Post Office Department than was formerly the case. Thus it is logical to take a "new look" at the situation.

Such a look, Mr. Allen thinks, will point up the superiority of the railroads for handling most of the so-called bulk mail. At the same time, he thinks other agencies may often provide better and cheaper services (all costs considered) for the handling of first-class and other preferential mail. This thinking is reflected in the experimental transfer to the air lines of three-cent, first-class mail that had been moving by rail between New York and Chicago and Washington and Chicago.

Containers, "Piggy Backs" Appeal

Mr. Allen's overall appraisal of railroad mail-handling operations is that they employ "antiquated" facilities and methods. "Many present ways are not in the interest of the taxpayers or the railroads," he says. Some prospective sources of mail-handling economies which appeal to him are set out in an accompanying box.

As to the use of containers alone, Mr. Allen thinks they could bring substantial economies to platform and loading operations. He is not sure that sacking is the economical way to package bulk mail for shipping. He has seen an experimental operation wherein it took but eight minutes to load a car with mail in containers; and the car took a load 20 per cent heavier than it would have taken in sacks.

Containers in combination with trailer-on-flat-car ("piggy-back") operations have "tremendous possibilities," according to Mr. Allen. Among such possibilities would be the fast and efficient servicing of a route by dropping off containers at small points and trailers at larger points.

Mr. Allen's suggestion that storage-car runs be extended comes out of his finding that most service complaints are based on the number of handlings to which mail is subjected. In view of what he considers the

John C. Allen sees these . . . PROSPECTIVE MAIL-HANDLING ECONOMIES:

1. Use of containers, including their use in combination with "piggy-back" operations.
2. Longer storage car runs.
3. Moving mail on fast freight trains.
4. Removal of terminal work from passenger stations.
5. More mechanization of terminal facilities.
6. Holding for tonnage where piecemeal dispatching sends out light loads without actually speeding mail deliveries.
7. Revision of mail-pay collection system to end "atrociously expensive" clerical work.

possibilities, he thinks there are relatively few storage cars on long runs—"very few" on coast-to-coast runs.

The suggestion that mail be moved on fast freight trains came to Mr. Allen from a railroad. He thinks it should be tried. The suggestion also embodied a proposal that express and l.c.l. be included in the experiment.

Whether there can be economical handling of bulk mail in passenger facilities is what Mr. Allen calls a "real question." Thus his suggestion that the terminal work be removed from the passenger station. He does nôt pretend to have the answer, but he would look first into the feasibility of locating mail facilities in coach yards at large terminals. The ideal, as he sees it, is a set-up involving the "shortest possible move direct to car."

Such a set-up would be designed to permit full mechanization of loading and platform operations. Mr. Allen believes that container operations, for example, require facilities that cannot be installed on the most efficient basis in passenger stations.

Would "Hold for Tonnage"

When he suggests holding mail for tonnage where piecemeal dispatching sends out light loads without speeding deliveries, Mr. Allen has in mind the local-delivery pattern and the economies of heavy loading. He points out that, in the typical situation, mail must be at the destination city around 5:30 a.m. to get into the bags of postmen for local delivery that day. Mail which can't meet that deadline might as well be delayed until 5:30 a.m. the next day.

Thus Mr. Allen would look at the "24-hour interval." He wants to get together with the carriers on plans for accumulating mail during the day and moving it in heavily loaded cars at night. The mail service is just as good when full cars with the day's load are run at night as when several lightly loaded cars are run at intervals throughout the day.

Mr. Allen recognizes that there are scheduling problems to be solved, because the "best schedules from the standpoint of passengers may not be best from the standpoint of mail." On this matter of train schedules and service abandonments, incidentally, he would like to get more cooperation from the railroads. Specifically, he complains that trains carrying mail have been discontinued without adequate advance notice to the department.

He also complains that the department is paying too much for "air" in storage cars. Such payments result from provisions of the mail-pay plan under which the department orders storage-car space for definite periods, paying for the space ordered whether or not it is used. "That's not good transportation," says Traffic Manager Allen.

Clerical Costs a Burden

When he speaks of the "atrociously expensive" clerical work called for by the mail-pay plan, Mr. Allen has in mind the arrangements for making remittances to the railroads. Under those arrangements, the department tells the railroads what it owes, and the railroads audit the tender. "That's backwards," as Mr. Allen puts it, because the railroads should tell the department what it owes and the department should do the auditing. The latter is the arrangement with motor carriers and air lines.

To do the same business with railroads costs the Post Office more in clerical expense than dealings with other carriers, Mr. Allen also says. He adds, however, that the railroads are not entirely to blame for this, present arrangements having been established by mutual agreement. At the same time, he thinks both parties should be interested in cutting the clerical costs.

The terminal-charge factor in the present mail-pay formula also tends to make rail service more expensive on the short hauls, Mr. Allen points out. He cites a case where a movement was transferred from rail to truck. The trucking charges amount to $250,000 a year. Railroad line-haul charges were only $327,000, but terminal-handling charges added another $400,000.

As to the RPO car, Mr. Allen thinks it has a future. At the same time he emphasizes his conclusion that this is a costly way to sort mail—much more expensive than terminal sorting. The railroad transportation factor is only about one-third of the cost of an RPO operation, he estimates. Other factors include allowances paid to the clerks for away-from-home expenses.

Elimination of some of these other expenses was the principal basis of the department's justification for the New York-Chicago and Washington-Chicago experiments in moving three-cent, first-class mail by air. The speed of air transport permitted sorting operations to be conducted at the terminals while maintaining or improving mail schedules.

RPO Car Here to Stay

While he defends the idea behind these experiments, Mr. Allen does not think their success would mean the end of the RPO car. The RPO car will always have a "definite economic sphere." He will not now guess what route mileage may eventually fix that sphere's limit.

Meanwhile, Mr. Allen thinks the railroads might well upgrade the RPO cars. Most of them, he says, were built before 1915, while a couple originally built in 1882 remain in service. He also says that "only two or three" RPO cars have been air conditioned.

As to the RPO situation generally, Mr. Allen says a relatively small part of the mail pay comes from operation of such cars. To him, the railroads have expressed "more concern" about prospective losses of the storage-car business. For that business, he thinks there is no air competition, and what goes to bus lines will be only light loads moving to communities not served by rail. However, a substantial amount of mail is being trucked.

In expounding his views, Mr. Allen emphasizes frequently that he is not loading the railroads with all the blame for the things he criticizes. He concedes that they have not always known what the department wanted, and that some of the "antiquated" facilities and methods are those of the department. Now, he thinks the railroads should cooperate with the department and the department with the railroads; and "where they can't handle the mail, let some one else do it."

Mr. Allen says he has found the railroads most cooperative. He is hopeful that both the department and the railroads will be "better off" as a result of conferences now being held on a regular basis.

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Questions and Answers FOR THE TRANSPORTATION DEPARTMENT

Shipment by "A" on straight bill of lading, was consigned to "B," with instructions to notify "C" in another city. Prior to arrival of car at billed destination, agent received original b/l from "C," with instructions to deliver car to "D" at destination. Did surrender of bill by "C" constitute delivery order, or is written delivery order from "B" required?

Written delivery order should be obtained.

Surrender of the original bill of lading by "C" would indicate that he had an interest in the shipment, with power to give instructions to deliver shipment to "D" at destination. However, because straight bills of lading are nonnegotiable, a legal question could arise should shipper "A" or consignee "B" question delivery to "D." Good judgment dictates that a written delivery order from "B" should be provided to safeguard the transaction.

A recent report of the Committee on Collection of Transportation Charges of the Treasury Division, Association of American Railroads, approved by the division, and quoted in the A.A.R. Freight Station Section's Circular FS-175, contains this statement: "Published rules and regulations of carriers in tariff form or otherwise, provide substantially as follows: 'If the shipment is consigned to one party in care of another party, delivery may be made to the named consignee, or to the "care of" party, but the "care of" party as such to a straight bill of lading has only the right to accept delivery of the shipment at point of delivery designated in the straight bill of lading and cannot order reconsignment or diversion of the shipment. . . . ' " This statement would seem to confirm the thought that the agent would do well to have an order from consignee "B" before handling as requested by "C."—*G.C.R.*

An empty car is ordered by an industry for a specified load and destination. The car placed by the railroad does not comply with the car service rules. Should the industry use the car placed?

Yes. Presumably proper cars are not available.

Car service rule observance should be a joint undertaking of railroads and shippers, in order that empty hauls may be minimized and cars returned to the owning road as promptly as possible. It must be assumed, therefore, that, if a railroad spots a car for a specified destination load which cannot be properly used for such a load under car service rules, there is no suitable car available with which to fill the shipper's order without causing him inconvenience or delay. Instructions issued by the U. S. Air Force as to this point read: "Inasmuch as it is not always possible to furnish proper ownership cars, shipping installations should utilize cars furnished by carriers. . ."

It would be beneficial if shippers occasionally would call to the attention of the ranking local transportation officer of the serving road the fact that empties are being spotted for specific orders which cannot be utilized properly under the rules. Where this is done, investigation frequently shows that a little more effort by local people would have resulted in greater correct application of equipment.—*G.C.R.*

"I understand," says a reader, "that it is possible to run safely freight trains of up to 175 cars and 12,000 tons. If so, what factors contribute to successful operation of such trains?"

It can be done—if conditions are right.

A number of roads regularly operate trains of this or greater length, and, occasionally, with the tonnage stated. The chief operating officer of one of these roads says:

"Traffic conditions and schedule requirements, in great measure, dictate whether or not it is practicable to handle a 175-car train. On one division of our road in August of this year, one of our regularly scheduled trains handled—from terminal to terminal, with no intermediate pick-ups or set-offs—150 cars or more on 17 days, 175 cars or more on eight days, and over 200 cars on one day. On five days, this train hauled more than 10,000 tons, and on one day over 12,000 tons. The daily average for the month was 154 cars, 7,752 tons.

"There are many requirements needed to handle successfully and safely a train of 175 cars or 12,000 tons. Among other things are: (1) Proper and suitable physical characteristics; (2) good volume of business; (3) adequate maintenance of track and roadbed; (4) a reliable air compressor and tight train line; (5) favorable labor agreements, and (6) numerous other items, such as good supervision, know-how, and teamwork."

Obviously, the handling of such long trains without a lot of break-in-twos demands both high standards of equipment maintenance and inspection and well-trained enginemen, especially. Particularly, enginemen must be artists with the brake valve for brakes frequently are as important in getting a train started as in stopping it.

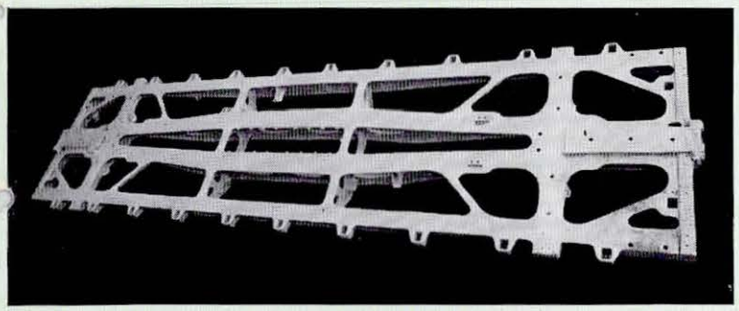
An article in the January 26, 1953, *Railway Age* describes the "cycle braking" technique used by the Louisville & Nashville, with what are reported to be outstanding results in preventing break-in-twos. In the article mentioned, J. S. Swan, L&N superintendent of locomotive operation, is quoted as saying that the technique is suitable for handling long trains with consists of all loads or all empties, or any mixture of loads or empties, regardless of the position of loads or empties in the train. If any readers have not seen the article, it is worth reading.—*G.C.R.*

CONDUCTED BY G. C. RANDALL, district manager, Car Service Division (ret.), Association of American Railroads, this column runs in alternate weekly news issues of this paper, and is devoted to authoritative answers to questions on transportation department matters. Questions on subjects concerning other departments will not be considered, unless they have a direct bearing on transportation functions. Readers are invited to submit questions, and, when so inclined, letters agreeing or disagreeing with our answers. Communications should be addressed to Question and Answer Editor, *Railway Age*, 30 Church Street, New York 7.

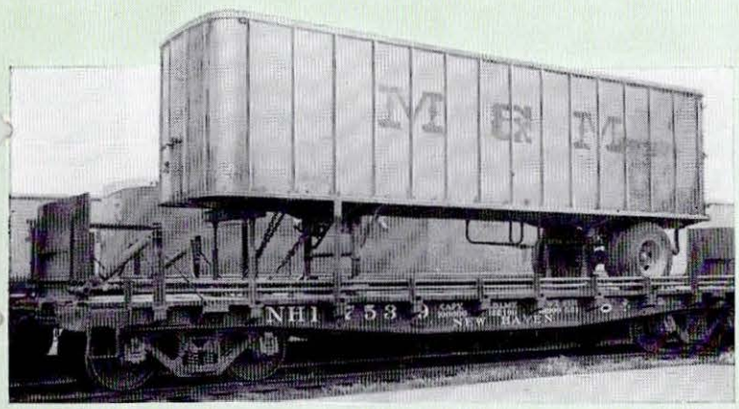
In Service!

New Haven Harlem River Yards showing highway trailers and "Piggy-Back" flat cars equipped with Commonwealth Underframes.

300 "Piggy-Back" Flat Cars for the New Haven Feature COMMONWEALTH Underframes



Commonwealth Cast Steel Underframe for New Haven "Piggy-Back" Flat Cars.



"Piggy-Back" Flat Car carrying highway trailer.

In 1950, the New York, New Haven & Hartford Railroad ordered 200 highway trailer carrying flat cars equipped with Commonwealth One-Piece Cast Steel Underframes. Two years later, an additional 100 cars were ordered — proof of the completely satisfactory performance of the original order.

The Commonwealth Underframes for these cars, which may also be used in general flat car service, provide many advantages including exceptional strength protecting trailer and lading, light weight, unusually long service life and lowest maintenance cost.

Commonwealth One-Piece Cast Steel Underframes assure highest availability and lowest operating cost.

GENERAL STEEL CASTINGS

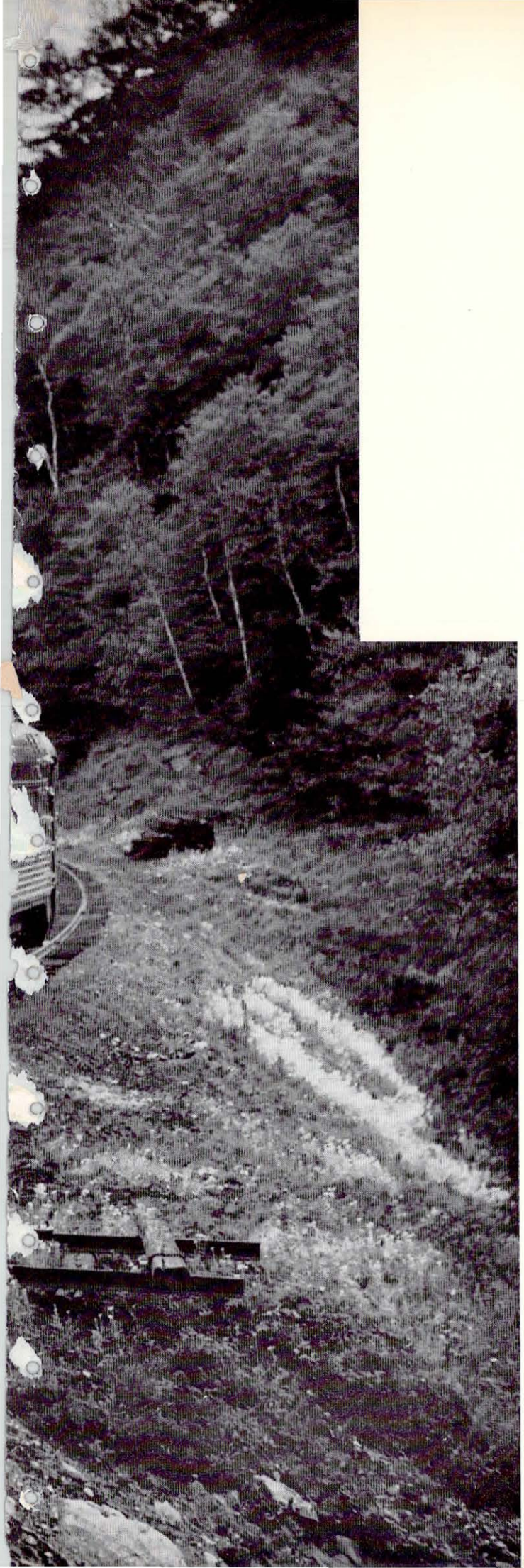
GRANITE CITY, ILLINOIS — EDDYSTONE, PA.

BOSTON and MAINE

RAILROAD

"MINUTE MAN SERVICE"

Budd



Now They Are Nine

The Boston and Maine provides another example of how experience with Budd RDC leads to more orders.

In August, 1953, the railroad placed its fourth order for RDCs in nineteen months, bringing the total cars to nine. They are six RDC-1s, which seat 89 passengers, and three RDC-3s, which have an RPO apartment, a baggage section, and seats for 49 passengers.

The original order was for three cars. The operating and other data given on the following page furnish ample evidence of the reason for the succeeding orders.

BOSTON & MAINE BUDD RDC ORDERS

December 1951	2 RDC-1 1 RDC-3
August 1952	2 RDC-1 1 RDC-3
July 1953	1 RDC-3
August 1953	2 RDC-1

Boston and Maine RDC at Crawford Notch in the White Mountains.
Photo courtesy of the Boston and Maine

Now They Are Nine

(continued)

Budd

RDC BRINGS THEM BACK TO THE RAILS

The first three Boston & Maine Budd RDCs went into service late in April and early May, 1952.

Two of them, operating as a multiple unit, were assigned the run between Boston and White River Junction. From White River Junction either one or both of them, depending on traffic requirements, made a round trip to Springfield, Mass. (Note 1.)

The third went into the 190-mile, twenty-stop service between Boston and Troy, on week-days, and on Sundays made six round trips between Boston and Haverhill. (Note 2.)

The economies in operation and scheduling and the increase in traffic resulting from the introduction of these three RDCs brought about a decrease in costs at the annual rate of $476,580 and additional revenue at the annual rate of $202,164—a combined gain of $678,744.

In less than a year the Boston & Maine gained more than the purchase price of the three RDCs. We think it is a significant demonstration of what ability and imagination can do with RDC.

The Budd Company, Philadelphia 15.

BOSTON & MAINE RDC OPERATING DATA APRIL 27, 1952 THROUGH JANUARY 31, 1953

Cost Per Mile	RDC-1 Car 6100	RDC-1 Car 6101	RDC-3 Car 6300
Fuel Oil	.048	.036	.039
Lubrication	.004	.005	.006
Total operating cost excluding wages	.087	.075	.083
Total maintenance	.115	.107	.084
Interest at 3¼%	.045	.032	.052
Depreciation at 2.98%	.042	.029	.048
Insurance	.003	.003	.004
Total carrying charges	.090	.064	.104
Wages—Engine crew	.151	.150	.148
Train crew	.196	.147	.107
Total wages	.347	.297	.255
Overall cost	.639	.543	.526
Mileage	92,650	124,361	75,976
Miles per gallon of fuel	2.09	2.72	2.56
Availability	96.7%	98.3%	100%

Note 1 RDCs meet the New York-White River Junction train at Springfield at 8:05 PM, depart 8:10 PM and, with no head-end delays, arrive at White River Junction at 11:00 PM, saving local passengers as much as an hour and a half. The service is popular and growing in patronage.

Note 2 On November 16th, 1952, a typical Sunday, a detailed study of the results of this Boston-Haverhill service showed that this one RDC earned an operating profit of $347.09.

Too Much Eagerness To Scrap the Branches?

Nobody questions the propriety and necessity of pulling off trains and abandoning branch lines which are *hopeless* money-losers. The emphasis lies on the qualifying word "hopeless"—because, the fact is, sometimes the undertaker is called in to do his work when a conscientious doctor might still find signs of life. The chief executive of a large railroad writes, in substance, on this question as follows:

"I believe we can be and sometimes are too hasty in reaching decisions to abandon, perhaps because that course may be easier than finding ways to turn the loser into a profit-maker. Where ingenuity can discover means of keeping branches going, we thereby retain for rail movement—on main lines and connecting railroads—whatever traffic the branch can be made to generate.

"For example, on our railroad we have a branch line that showed a deficit of $44,000 as long ago as 1942—but system earnings on the traffic attributable to this branch were found to produce a system net railway operating income of $23,000. This was obviously a marginal operation which required watching. During the war the performance of this branch's traffic improved, but it turned downward again in 1947 and 1948. In 1951, with a direct deficit of $40,000 by this branch line, net railway operating income on the system as a whole, on traffic attributable to this branch, declined to $6,300.

Back to Life

"Our action was to dieselize the branch; to work out with our customers a three-day operation per week; to intensively solicit every piece of business we could get; and to lay the facts on the table with the communities involved from the standpoint of tax relief. The result is that we were granted an overall assessment reduction of 39 per cent and, last year, after meeting branch line costs, there was $65,000 left over toward system revenue, amounting to $75.68 per car handled. Putting it another way, we have retained for the 'main stem' the movement of 855 cars annually (based on 1952). More than that, we have retained for other railroads the partial movement of some 700 cars they otherwise would not have had."

As our informant goes on to suggest, it is better business to revive a losing operation than to give it up—which is especially true in railroading because of the importance of branch lines as feeders to the rest of the operation. In the chain-store business or some kinds of manufacturing, perhaps this possible contribution of a losing segment to overall profit might not obtain, but it is certainly a consideration of importance on the railroads. More and more plants are being built all the time, without service from railroad sidings—which is all the more reason why it is important to continue serving, if economic justification can be found, all traffic for which rail connections exist.

Keeping Up with the Jones

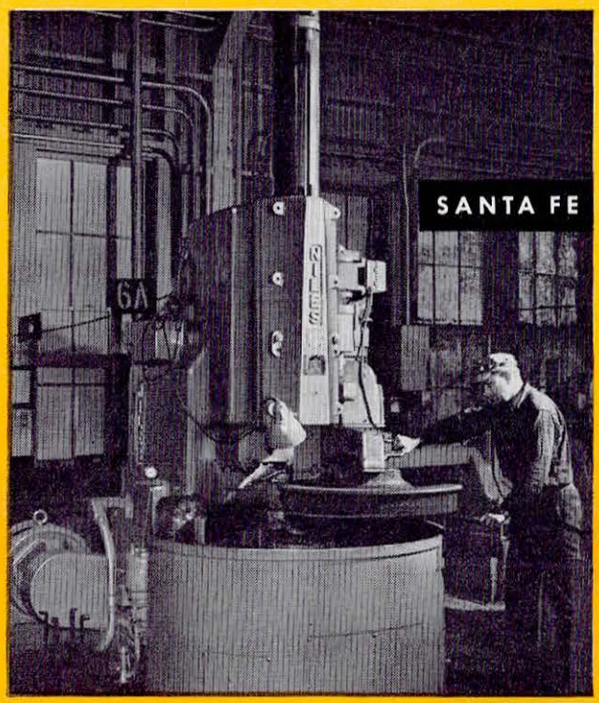
Policies of businesses (and all other institutions) often tend to follow patterns which resemble what the ladies call "style" or "fashion" or "vogue." Some leaders in a business make a great showing with some innovation and, pretty soon, practically everybody else in that line of business is doing the same thing—not always preceded by as much critical analysis as the originators of the innovation employed. Following "styles" is often a sound practice—is always so when the new style fits the circumstances of those who adopt it. However, a particular style in apparel is not always equally flattering to all who wear it. Similarly, on the railroads, because some branch lines are hopeless losers does not argue that all of them are; or, anyhow, not that all or most of them are *necessarily* so.

In any event, this is a question for managerial judgment and not one for regulatory or political decision.

Where regulatory or political authority does intervene—as it usually does—in cases involving curtailment of exhausted lines or schedules, the fact that a company has made an honest and painstaking effort to convert a loser into a contributor is usually the most effective argument there can be to get permission for abandonment.

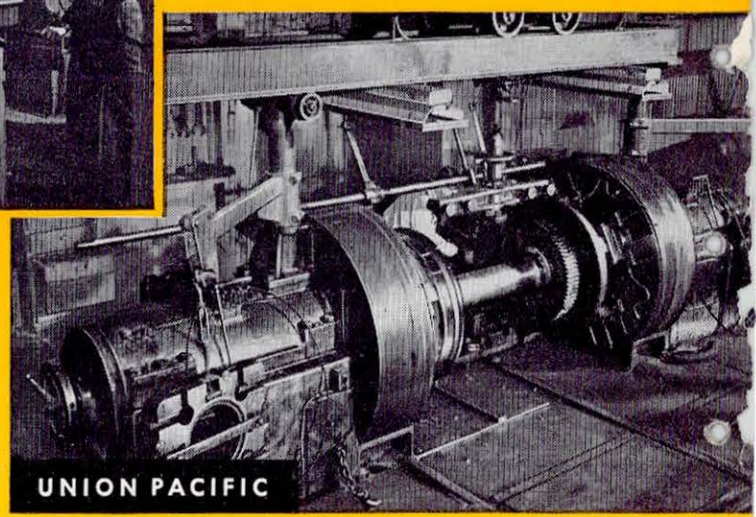
One of the principal causes for the hesitation which a good many railroad men are evidencing about proposed "trailers-on-flats" or "piggy-back" service is that they want to make sure, first, that the proposed service does not divert to partial highway movement a considerable traffic now moving all-the-way in box cars. Still, it cannot be overlooked that the "trailers-on-flats" have as their primary purpose the provision of some rail haul for a lot of traffic now moving wholly by highway. The objective of the proposal, therefore, is thoroughly sound—the task is to approach the project with effective "ways and means," which will increase revenues rather then dissipate them. The most telling argument for the innovation with most railroad men, we suspect, would be, first, to give them some reassurance of continued all-rail movement of traffic suited to such movement. Such assurance is hard to give if the ratio of shippers and receivers with direct rail connections continues to diminish.

From Coast-to-Coast are cutting



Niles car wheel borer

Fast, accurate, push-button machining means big savings in time for the Atchison, Topeka & Santa Fe Railroad. Above, a car wheel is being loaded into the Niles 48" hydraulic car wheel borer in their San Bernardino (Calif.) Shops.



Niles 52" car wheel lathe

Better than 50% savings in wheel re-turning time resulted when the Union Pacific installed this Niles wheel lathe with tungsten-carbide tipped tools and profiling attachment. The UP Los Angeles Shop can turn down a wheel in about 20 minutes. Photo shows rear view of lathe finish-profiling a large wheel set.

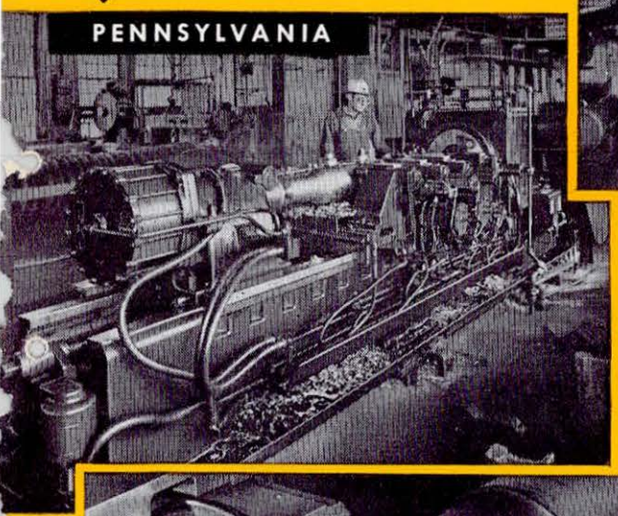
BALDWIN · BLH · LIMA-HAMILTON

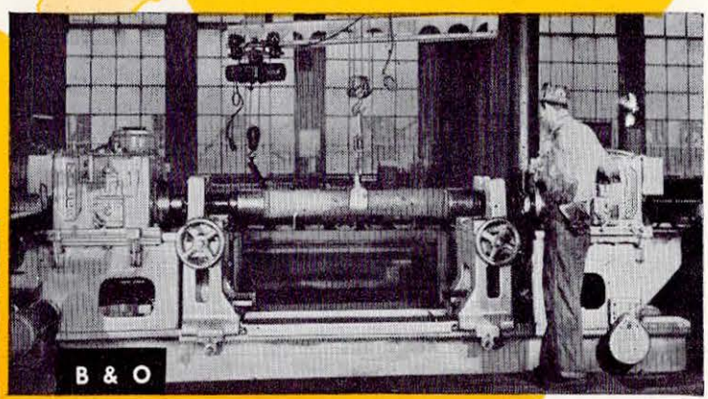
BALDWIN-

NILES TOOLS wheel shop costs

Niles end drive axle lathe

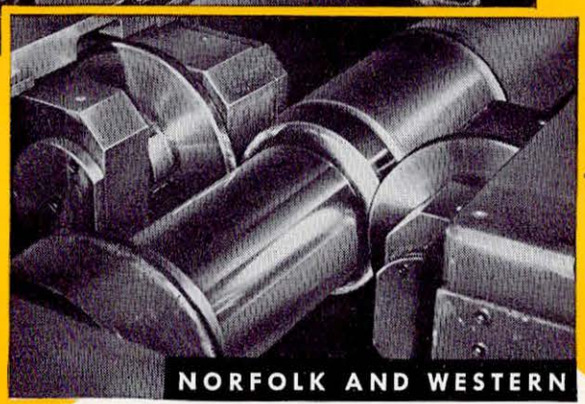
In their Altoona Shops, the Pennsylvania Railroad turns complete axles on this Niles end drive axle lathe with four carriages. This lathe has the modern controls, feeds and speeds which enable most users to machine an entire axle in less than half the time ordinary methods require.





Niles hydraulic axle centering machine

This Niles machine centers axles faster and more uniformly for the Baltimore & Ohio Railroad in their Glenwood (Pittsburgh) Shop because chucking is automatic and, therefore, more positive. Precise concentricity results in minimum waste of metal and time in machining that follows.



Niles hydraulic burnishing lathe

The first machine of this type built by Niles Tool Works is burnishing the outer journal of a freight axle in the Roanoke Shop of the Norfolk and Western Railway. Hydraulic power speeds all loading and adjustments, avoids operator fatigue and accidents. Photo suggests how this modern burnishing lathe produces a uniformity of finish to further reduce hot box frequency.

LIMA-HAMILTON

HAMILTON DIVISION HAMILTON, OHIO

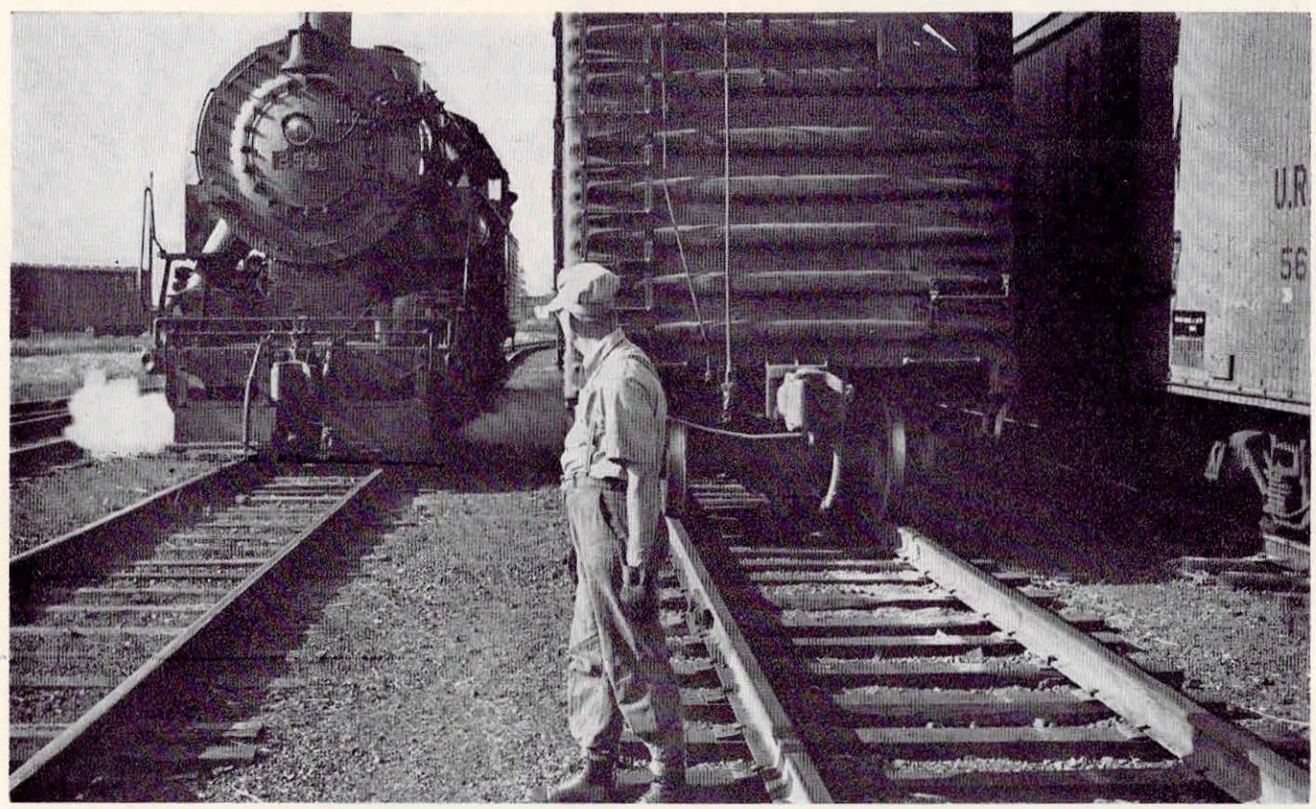
SAFE. This man has a firm grip on the roof grab iron and is looking to make sure that he gets a firm foothold on the top rung of the side ladder before descending.

HOW THE N&W MAGAZINE USES . . .

Pictures to Promote Safety

Photographs on these pages are some of those which were used in a "Safety Photo Quiz" in the March 1953 issue of the Norfolk & Western Magazine. The pictures illustrated work which had led to accidents, and employees were asked to decide whether or not practices shown were safe or unsafe. "Upside down" captions on the same page as the photo told whether the practice was safe or unsafe, and gave the safety rule which applied to proper performance of the work depicted.

Captions used here indicate only why practices are safe or unsafe.

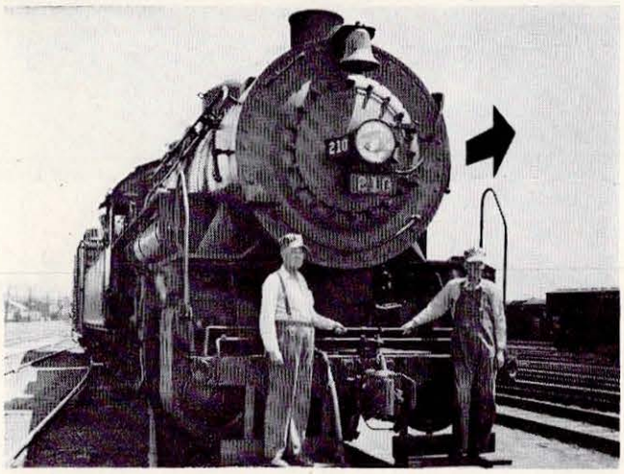


SAFE. This man is looking both ways before getting close to any tracks. Also, in walking around equipment he has given himself a margin of safety, so, if the equipment moves he will have time "to get in the clear."

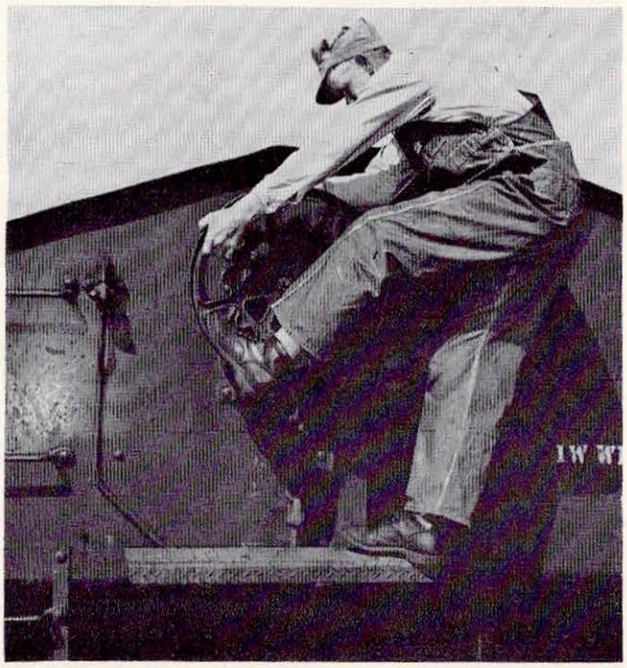
SAFE. This man's feet are well-placed and he is looking ahead to see that there are no underfoot obstructions. (Arrow indicates direction of movement of car.)

UNSAFE. This brakeman is leaning out too far from the side of the car. But above all he does not seem to be alert to his surroundings.

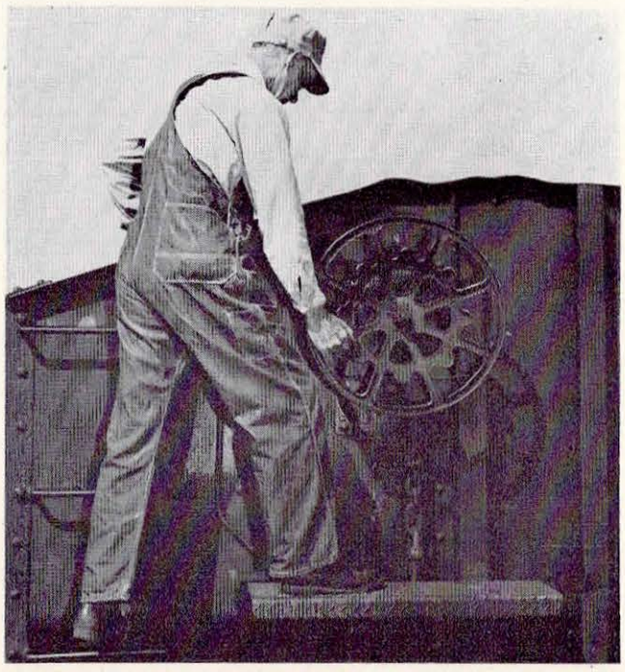
UNSAFE. Practice of riding footboard of a yard engine between the engine and a car is prohibited, regardless of the direction in which the train is moving.



UNSAFE. These men are violating a safety rule by placing themselves forward of the direction in which the engine is moving. In doing so they are risking their lives.



UNSAFE. Should the brake chain or some other part fail, this man would be caught off balance and would fall to the ground.



SAFE. Brakeman is standing securely, holding to the car with his left hand, and is pulling up on the brake wheel in the approved manner.

Wanted: More Passengers

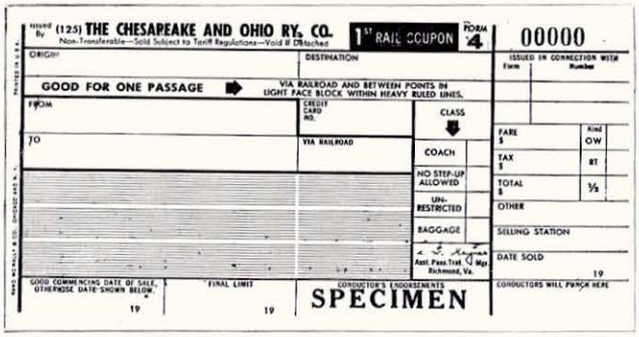
New sales methods, incentive fares, greater unity in joint efforts, and "painful realities in our own back yard" studied by Passenger Traffic Officers in a drive to improve passenger revenues

"WE SHOULD NOT BE TOO HASTY in rejecting any kind of new equipment," such as the Budd Siesta coach. Many passenger officers consider the Siesta coach "a necessary service which must be offered to protect existing coach traffic and to attract new travel."

Renewed drive and vigor are being displayed by railroad passenger men in seeking positive methods for halting the erosion of traffic and revenues. This was demonstrated at the 90th annual meeting of the American Association of Passenger Traffic Officers at French Lick Springs, Ind., October 9-13. New ideas and techniques held the limelight as older inter-railroad rivalries faded in the common battle against highway and air competition. The problems of the industry were discussed and analyzed by an outstanding panel including several prominent "outsiders." Highlights of their reports follow:

Utilities commissions—When conducting service discontinuation or service change hearings, "don't try to make your local state commission into a court—it isn't one. All commissions have found preliminary informal hearings, before any formal action is taken, to be very useful. At this hearing, explain your problem and what you are trying to do—and cooperate in developing the best way to go about it." This was the advice of Warren Buchanan, chairman of the Public Service Commission of Indiana.

"The railroads' best opportunity for retaining and building passenger traffic lie in the field of new improvements and developments," Julius Alms, chairman of the committee on development and improvement of train service, and general passenger traffic manager of



IMPROVED COUPON DESIGN is a feature of this experimental C&O book ticket. It uses pressure-sensitive paper, eliminating the need for carbon paper or carbon backing.

"TICKET OFFICES ARE THE FRONT LINE." More railroads are training their counter salesmen, and integrating them in their system sales plans. The B&O uses this cover to a "letter" to on-line ticket agents.

WHAT THE PASSENGER MEN SAID . . .

A capsule review of the meeting in quotes

- **"Not even an attractive fare will compensate for the lack of reasonably expeditious train service."** —*Ian Warren, CPR.*

- **"Some of us have priced ourselves out of the growing volume market for low-price travel."**—*Ian Warren, CPR.*

- **"The experimental fares on the B&O and NYC Cincinnati-Detroit lines have at least stopped the erosion of traffic."**—*R. H. Holter, B&O.*

- **"We cannot ignore some painful realities in our own back yard which need attention."**—*F. H. Baird, NYC.*

- **"We need to be more articulate, more agressive, more forceful in telling the world about our good points—all the while working ever harder to eliminate our weak ones."**—*F. H. Baird, NYC.*

- **"We must strive for greater uniformity and simplicity in all our endeavors to improve traffic."** —*Walter Rodine, NP.*

- **"The most promising development of the past year has been the introduction of the Budd Siesta coach."**—*Julius Alms, CB&Q.*

- **"To survive in the passenger business—long-haul particularly—the railroads must offer more people more for their money."**— *Julius Alms, CB&Q.*

- **"We have been sound asleep on the competitive picture. We keep screaming, but not doing anything about it."**—*R. T. Anderson, AT&SF.*

- **"Ours is no longer a case of competition between railroads, but the case of an industry's survival in a highly competitive field."**—*J. F. Whittington, B&O, president A.A.P.T.O.*

- **"Too many people in the railroad business have taken the attitude that they can't lick their competitors."**—*O. S. Wernecke, Holiday Magazine.*

- **"We have been woefully inefficient and very negligent in developing a better attitude on the part of personnel that serve the passenger."**—*George M. Harrison, grand president, Brotherhood of Railway & Steamship Clerks.*

- **"Too many of us spend so much time working piecemeal on the problems of today, we find little time to do the long-range planning that is so vitally needed."**— *J. F. Whittington, B&O, president A.A.P.T.O.*

- **"Ticket agents are our front line; they are in charge of the chain stores where we do business."** —*W. E. Meuse, B&O.*

- **"We are thoroughly satisfied with the service given the armed forces by the railroads. . . . The armed services are trying to reduce the sum spent for travel and the time consumed in travel on the part of enlisted personnel by concentrating training centers."**— *Brig. Gen. H. T. Miller, assistant chief of transportation-traffic, armed services.*

the CB&Q, reported to the assembly. His report also suggested that the car builders and the railroads step up their "study of standardization of basic car designs—particularly with respect to lighting, heating and air conditioning—as a means of reducing both initial investment and maintenance costs." The report also stated that passenger men are looking forward "to a more concentrated effort on the part of car builders to provide a passenger car with virtually no interference from outside noises, and continued improvements in truck designs with the hope of achieving smoother riding cars at high speed.

"A revolutionary change in values to the coach passengers seems essential, otherwise diversion of traffic to competing forms of transportation will continue, and perhaps accelerate.

"The use of dome cars continues to be an effective means of developing new traffic for the railroads while holding on to much of what we have now.

The Siesta Coach—"The most promising development of the past year," said Mr. Alms, "has been the introduction of the Siesta Coach—a car designed to enable the railroads to compete more effectively with air, bus and the private automobile. It should help hold existing rail travel, recapture lost traffic, and create new travel.

"If they are to survive in the passenger business—particularly in the long-haul passenger business—the railroads must offer more people more for their money. Therefore, I think we must project our thinking in terms of providing beds for all long-haul passengers during the normal sleeping hours. It looks as though the Siesta

STATION SALES OFFICES in larger terminals increase Rail-Auto sales. More such offices are planned in order to facilitate and stimulate Rail-Auto travel.

Coach will meet this need, and is capable of producing more net revenue per car mile than any other kind of car now in long-haul service."

In a round-up of opinion at the meeting, many passenger officers expressed approval of the coach and the approach to the passenger sales problem which it represents. Some of their comments: "It may be just what we need to spark traffic"; "I like it very much"; "The industry needs some such new device to attract volume tourist travel"; "It's a good thing; something we certainly should have on our line"; "The perfect answer to long distance coach travel"; "I'm completely sold on it"; "I'm all for it."

The idea of the book ticket is being proved out, reported Harry Sengstacken, chairman of the ticket committee and passenger traffic manager of the Milwaukee. Experience accumulated by railroads and sales offices which have used book type tickets for more than a year demonstrates that in most cases they are faster, more accurate, and definitely superior for accounting and refunding work. Seventeen railroads and the Chicago Railways Ticket Offices are now using the book form. And it was disclosed that the Pullman Company is planning experimental use of a new book form space ticket in the Chicago Railways Ticket Offices.

Observing that "Nothing that stands still makes progress," Mr. Sengstacken commended the Southern on its developmental work on the use of punched I.B.M. cards in place of both local and interline tickets. The Southern started using the new punched-card forms for all local tickets sales on October 1, and plans to start their use for interline sales about December 1.

Ticket Printer—An Addressograph machine which can be adapted to "print" book-types of tickets was described (see *Railway Age*, August 24, page 83). The idea originated on the Southern Pacific, and the machine will shortly be tried experimentally by the Milwaukee in its Chicago city ticket offices. Plans for a smaller, simpler machine—something on the order of the imprint machines used with charge plates—are being studied by Addressograph. It is expected the smaller machine (which probably will cost around $50) will have wide applicability in large and small ticket offices.

In a discussion of credit cards, A. L. Kalmbach, president of the Kalmbach Publishing Company (Trains & Travel magazine) reported the credit card experiences of other industries. That the credit card holder is often a good customer, Mr. Kalmbach reported, is illustrated by the experience of the gasoline companies who have found that while only 9 per cent of their customers have cards, their sales represent 19 per cent of their total dollar volume. Although they doubt whether the credit card has created new sales, the oil companies value it highly as a sales tool.

Certain hotel credit cards are considered "almost essential" by regular travelers because of their value as a recognized means of identification. The air lines report their credit card system currently accounts for between 15 to 20 per cent of their total sales volume.

Mr. Kalmbach reported that the credit loss ratio on credit cards in the travel industry is in the vicinity of 1/10 of 1 per cent—or almost negligible. The current loss ratio of the Rail Travel Credit Agency is 1/20 of 1 per cent. H. T. Askew, passenger traffic manager of the C&O—which has recently instituted a charge-plate credit card system—told the meeting "I have a very strong conviction that credit systems, so important in all other services throughout the business world, can and will be an important factor in retaining and bringing back the business traveler."

"Consider the Market"

Ian Warren, general passenger traffic manager of the Canadian Pacific, raised a series of questions concerning common railroad practices in attacking the problem of inadequate revenues and traffic volume.

"There is no doubt that many of us have been inclined to consider that it is only necessary to raise charges in order to overcome increases in expenses and to convert unprofitable operations into black figures. Experience has abundantly proved that policy is not necessarily the answer because it sometimes defeats its objective.

"It is fair to say that at least some of us have priced ourselves out of the growing volume market for low-price travel, hence the efforts which are being made to participate in it through experiments with bargain fares. But are we not inclined to deal with only one—and perhaps not the most important—phase of the problem? After all, travel costs frequently involve items other than rail fares—for instance, meals, sleeping and parlor accommodations, redcap charges, gratuities, etc. To what extent do we consider their effect, either competitively or as factors in promoting volume? Are we not inclined to consider each segment separately, rather than as a part of the whole passenger operation?

"Are we inclined to choose only traffic which statistics prove to be profitable? Or are we willing to take at least some 'bad' with the 'good' in the interests of the overall operations?

"What are we, as an industry, doing to analyze our markets for the purpose of determining what our customers and prospective customers want in the way of credit, all-expense packages, etc.? In other words, should we not take a new look at the market? After all, we are in the fortunate position of being able to do a lot of things if they will produce the requisite volume because we have such a very large unused capacity."

What the railroads' customers are thinking about, and what they think of the railroads was the subject of a panel discussion featuring three prominent "outsiders." The discussion was moderated by O. S. Wernecke, Chicago manager of Holiday magazine. Participating were Prentiss Mooney, assistant director of advertising and publicity for the state of Missouri, and Willard N. Rudson, general manager of the Morrison Hotel in Chicago, and president of the Greater Chicago Hotel Association.

The railroads and the resort and vacation areas they serve can help themselves by cooperating with one another, Mr. Mooney told the group. "But it should be cooperation based on knowing each other's problems and objectives. In this work there is no substitute for personal contacts. . . . Let local communities and resort areas 'in' on your promotional and advertising plans for next year—show them what you plan to do to help them. Frequently tie-in advertising campaigns can be arranged which enable both the railroads and the resort areas to benefit from the other's efforts."

Two Suggestions

Mr. Mooney offered two suggestions: "Push cities as resort attractions—they have more appeal than you may realize." And "in railroad vacation literature feature a variety of things which the visitor can do, and point out the attractions and facilities for the family."

Hotels have many of the same problems as railroads, Mr. Rudson explained. "Highway travel is a big problem for hotels because of the many attractive motels springing up along the highways." It would be to the advantage of the railroads—and of the hotels—to work more closely with one another."

In response to several questions from the floor, Mr. Rudson stated that to the best of his knowledge and experience, railroads make few planned sales approaches to the hotel industry. "The presence of so much air line material in hotels and hotel literature indicates that the air lines have done a better job of selling."

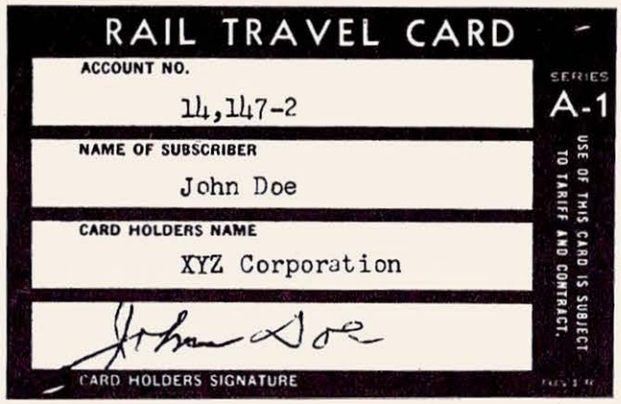
"The big trick in selling travel," Mr. Wernecke said, "is first to get people to go; second, to go by railroad; and third, to select the particular train or route.

"In selling rail travel, make a trip seem more of an adventure by playing up the many advantages of travel by rail which the railroads appear to take for granted. And humanize rail travel to a greater degree.

"Scare campaigns have a way of boomeranging, so stick to affirmative selling. But you can take full advantage of the sales efforts of others—such as the insurance companies—which play directly into the railroads' hands."

Plans to reduce the number of days a recruit spends traveling were revealed by Brig. Gen. Harold T. Miller, assistant chief of transportation-traffic of the armed forces. "This will have the effect of reducing the total volume of military movements by all means of transportation."

General Miller said, "The armed services are buying transportation strictly on a cost basis, for the express purpose of reducing the total amount spent each year for transportation. Considerations other than cost are not our prerogative; they are the responsibility of other governmental agencies.



A SALES BUILDING "GIMMICK"—In other industries the credit card is highly valued as an effective sales tool.

"We are thoroughly satisfied with the service given by the railroads," General Miller continued. "About 98 per cent of railroad moves are completed without any adverse comment whatsoever. The remaining 2 per cent are explainable—but we feel that with a little effort they can be reduced." He went on to say that the largest number of complaints stem from air conditioning failures, particularly in the summer. The other principal sources of complaint are failure to get equipment spotted at the agreed-upon time, and poor preparation of food in dining cars. The time and expense of handling complaints is considerable, "so the department would like to see the number of complaints reduced."

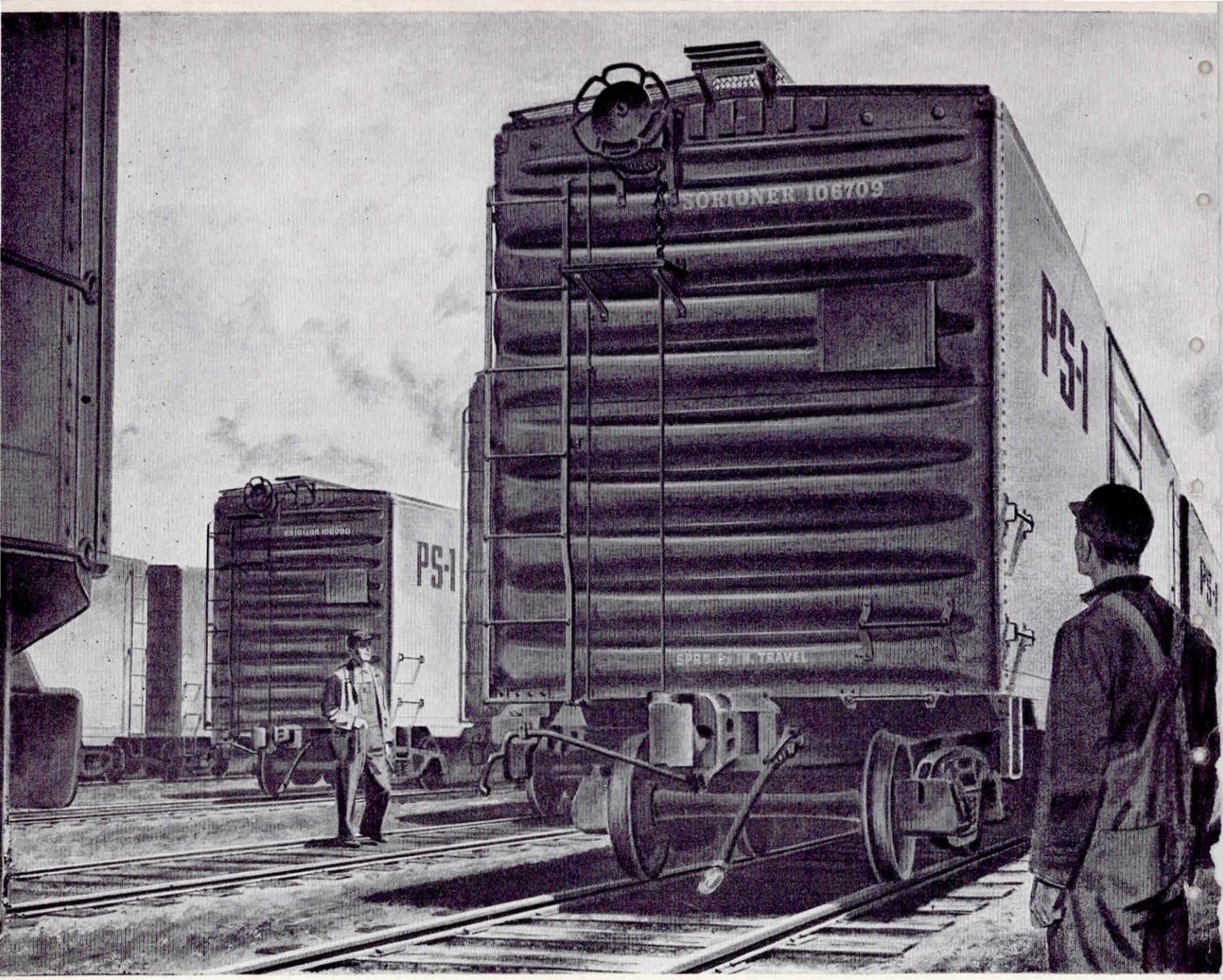
Better Training Needed

"We have been woefully inefficient and very negligent in developing a better attitude on the part of personnel that serve the passengers," said George M. Harrison, grand president of the Brotherhood of Railway and Steamship Clerks. "Actually, there has not been very much fundamental instruction or training in the proper conduct of their jobs. We offer our cooperation in attacking the problem to see if the condition can be improved."

"The going will become more difficult," Mr. Harrison continued, "unless several fundamental changes are forthcoming: (1) We need better selling organizations and operations. (2) We need rates and services that will produce a profitable volume. (3) The transportation tax should be abolished, and all unions should join the railroads in their efforts towards this end. And (4) Techniques and procedures for building new mass markets should be developed."

The need for proper training of ticket sales personnel was further underlined by N. J. Spicuzza, president of the American Association of Ticket Sellers, who also cited "the need for decreased rates, and for more good, fast services."

New Officers—Officers elected for the coming year were: president: C. E. Peterson, vice-president-system passenger traffic of the Southern Pacific; and vice-president: F. H. Baird, assistant vice-president passenger traffic of the New York Central.



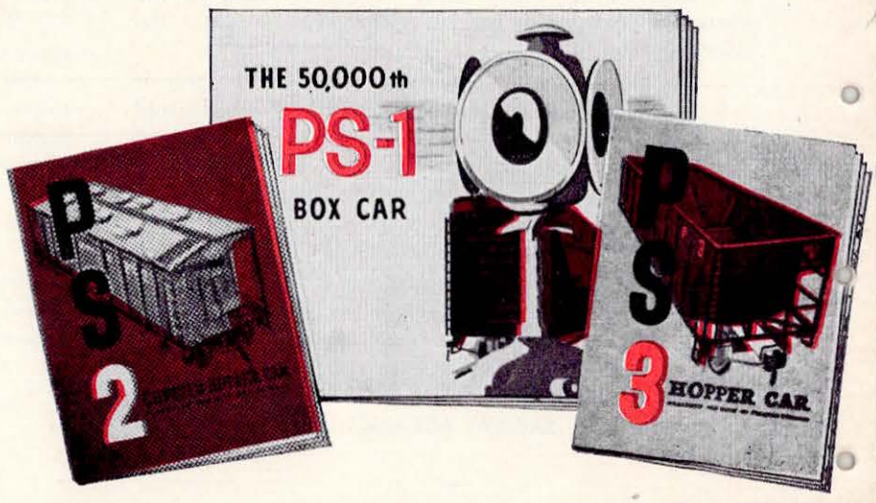
THE PS-1 BOX CAR

① The PS-1 is a good example of the *progressing standard* which is so important in the successful operation of these cars. Pullman-Standard Research and Development engineers have never stopped testing, proving and improving the standardized PS-1.

They continue to anticipate the railroads' needs for better, more economical freight cars. Under laboratory control, Research and Development technicians reproduce service hazards. The cars are subject to conditions more severe than those actually ever encountered.

NEW BOOKLETS

Anyone concerned with Box Cars, Covered Hopper Cars or Hopper Cars will be interested in the facts, specifications and details contained in these illustrated booklets. Write for a copy of any one, or all three.



NOW 3 standardized freight cars

The PS-1 Box Car, the PS-2 Covered Hopper Car and the PS-3 Hopper Car—the results of tested design and continuous production, are standardized in order to produce top-quality freight cars more economically for the railroads.

Their designs are the products of Pullman-Standard's Research and Development engineers—engineers with the experience and resources to not only create but also to test the components and completed cars. Their construction reflects the advantages of continuous production. It makes possible the economies of specialized tools and techniques. Their stamina and continual improvement are influenced by "on-line" checking by Pullman-Standard Sales and Service engineers.

50,000 PS-1's have gone into service for 56 railroads proving that standardized cars are a sound, revenue-building investment.

YOUR NEEDS CREATE THE PULLMAN "STANDARD"

PULLMAN-STANDARD

CAR MANUFACTURING COMPANY

SUBSIDIARY OF PULLMAN INCORPORATED

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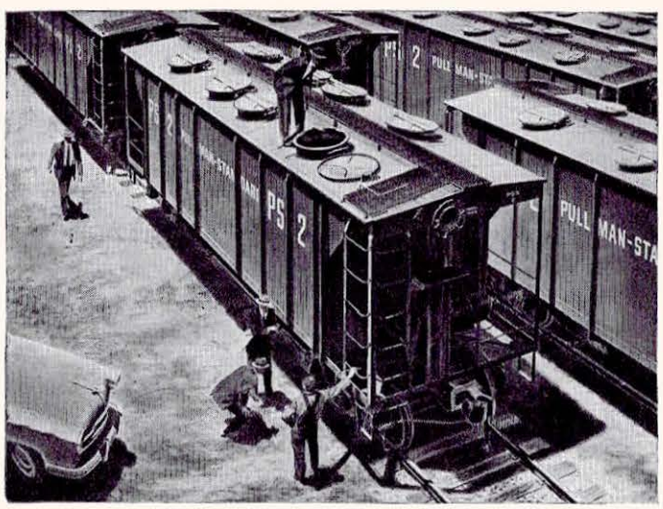
BIRMINGHAM, PITTSBURGH, NEW YORK, SAN FRANCISCO, WASHINGTON

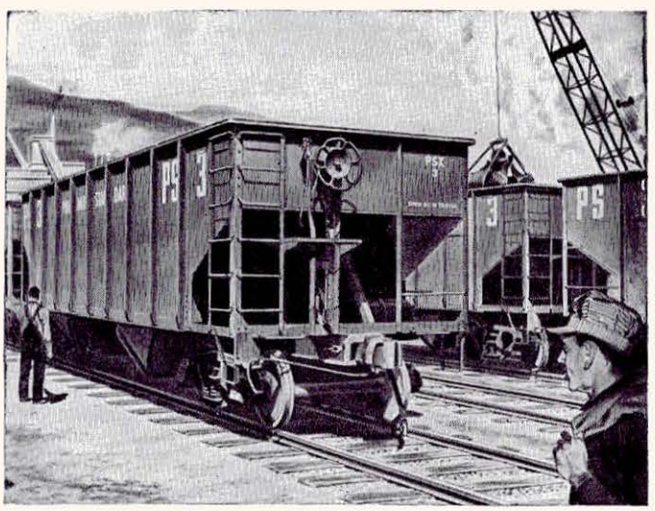


THE PS-2 COVERED HOPPER CAR

② The PS-2 Covered Hopper Car presents another Pullman-Standard achievement in freight-car standardization for dependability and economy.

The design is new. It permits the use of the most modern methods of car construction and production including the extensive use of automatic arc welding.

Besides stronger construction, some of the PS-2's features include: improved circular hatches; smooth self-cleaning hoppers; and a sturdier, safer roof.



THE PS-3 HOPPER CAR

③ The specifications of the PS-3 resulted from a thorough inspection of virtually every type of Hopper Car in service and from a study of the effects, on the cars, of current handling practices.

The cars were developed to incorporate proven advantages and to omit potential trouble spots.

Among the objectives set for these cars were three which dictated welded construction; maximum strength at all vital points, maximum corrosion resistance, and smooth interiors for fast unloading.

1933 UNITED STATES STEEL USS HIGH STRENGTH STEELS 1953

TWENTY YEARS OF PERFORMANCE

Since 1933 freight cars have been built

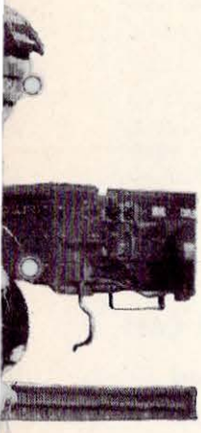
100-TON CAPACITY Magor flat car built especially for the Army Transportation Corps for transporting heavy combat tanks over American railroads.

U·S·S MAN-TEN steel lends itself readily to continuous welding

Here welding is employed to attach cover plate to web plate. The reduction in thickness of the members of this center sill assembly reduced weight from 13,900 lbs. in carbon steel, to 8,388 lbs. in U·S·S MAN-TEN steel—a saving of 5,562 lbs. In side sills, the weight saved by MAN-TEN steel construction was 2,815 lbs.

better with U·S·S High Strength Steels

Weight reduced 35.4%
by construction with U·S·S MAN-TEN steel



WHEN the U. S. Army Transportation Corps asked for bids on flat cars of 100-tons nominal capacity, for carrying combat tanks and other military equipment, the Magor Car Corporation prepared designs using high strength steel versus carbon steel.

Magor engineers decided to use U·S·S MAN-TEN steel. Changing to MAN-TEN steel from carbon steel—while involving no loss of strength—resulted in the following advantages:

1. **Reduction of maximum thickness from 1½" to ⅞".**
2. **Reduction of 8,378 lbs. in weight of each car body and saving of 9,100 lbs. in rough weight of steel per car.**

On the total order of 650 cars, these savings in steel amounted to 2,957 tons. Thus, despite the slightly higher cost per pound of MAN-TEN steel, the fact remains that 2,957 less tons of steel were required for construction and 2,957 less tons had to be shipped from the mill to the carbuilder.

Magor Car Corporation is now building 150 additional flat cars of 80-ton capacity using similar U·S·S MAN-TEN steel construction.

Facts to remember about U·S·S MAN-TEN steel

U·S·S MAN-TEN High Strength Steel has a yield point of 50,000 psi. minimum . . . is 1½ times stronger than structural carbon steel. It has greater abrasion resistance. Its fatigue strength is approximately 40% higher thus ensuring greater ability to withstand vibration and reversal of stresses. Its resistance to atmospheric corrosion is slightly higher than that of copper steel. And in addition, MAN-TEN steel is more readily worked and welded than carbon steel of the same strength level.

What's more, MAN-TEN steel is relatively low in cost and when used to reduce weight, it may actually be cheaper than structural carbon steel.

To date, U·S·S MAN-TEN steel has been used in many thousands of freight car underframes to increase stamina, to save weight and to keep costs down. It will pay you to investigate its possibilities.

UNITED STATES STEEL CORPORATION, PITTSBURGH · AMERICAN STEEL & WIRE DIVISION, CLEVELAND · COLUMBIA-GENEVA STEEL DIVISION, SAN FRANCISCO
NATIONAL TUBE DIVISION, PITTSBURGH · TENNESSEE COAL & IRON DIVISION, FAIRFIELD, ALA. · UNITED STATES STEEL SUPPLY DIVISION, WAREHOUSE DISTRIBUTORS
UNITED STATES STEEL EXPORT COMPANY, NEW YORK

UNITED STATES STEEL

R.S.P.A. PROGRAM TO FEATURE "OPERATIONS RESEARCH"

The second day of the Railway Systems & Procedures Association's November 4-6 meeting, at the Palmer House, Chicago, will be wholly taken up with the subject: "What Has the Science of 'Operations Research' to Offer to the Railroad Industry?" C. B. McGuire, of the Cowles Commission at the University of Chicago, will discuss "Allocation of Switching Work in a System of Classification Yards." Roger R. Crane, director of operations research of Melpar, Inc. (subsidiary of Westinghouse Air Brake Company) also will discuss yard and terminal work in "Application of Linear Programming to Distribution of Empty Cars," and "The Queuing Theory and Its Relation to Operation of a Classification Yard." Setting the stage for these presentations will be a talk by R. D. Lake, assistant to general manager, Union (Pittsburgh), on "Terminal Problems in the Pittsburgh Area."

Chairman of the day's meeting will be Dr. Glen D. Camp, consultant to the president of Melpar, who was technical adviser to R.S.P.A. for this session. Dr. C. West Churchman, director of the operations research group at Case Institute of Technology, will discuss the parallel between scheduling problems in railroads and in other industries; and application of operations research to formulation of optimal maintenance-replacement programs. Mr. Crane also will touch on this phase of operations research, especially in relation to some work his company has done on hot boxes. James Hosken, of Arthur D. Little, Inc., Boston, will discuss in simple quantitative terms application of new electronic computers and communications techniques to railroad (and other) paperwork, in his paper on "Evaluation of Information Handling Systems." There will be time for questions.

The first day's program will consist of three presentations: (1) How to get early financial and other control reports for top management; (2) Teletype and punched cards for handling crew dispatching, with the dispatching system integrated to provide a controlled payroll; and (3) an engineering approach to a systems problem. Representatives of Heller Associates will describe studies which led to the new ticketing-reservation systems now in service on the Pennsylvania at Pittsburgh and in the Cleveland Union Terminal.

On November 6 members and their invited guests will tour the Elgin, Joliet & Eastern's new Kirk yard at Gary, Ind.

(Continued from page 14)

America, to succeed the late Fred A. Poor.

The 106th quarterly meeting of the **Northwest Shippers Advisory Board** will be held October 28-29 at the Gardner Hotel, Fargo, N.D. Dr. Fred S. Hultz, president of North Dakota Agricultural College, will talk on "Opportunity in North Dakota" at a luncheon meeting October 29.

The **Railroad General Agents Association of Seattle** was formed October 13 at Seattle, Wash. Officers of the new organization are: President—W. G. Smith, district freight agent, Pennsylvania; vice-president—E. M. Stevenson, Northern Pacific; and secretary-treasurer—H. H. Tipple, general agent, Santa Fe.

Equipment & Supplies

FREIGHT CARS

The **Chicago & North Western** has ordered 30 50-ton 50½-ft. box cars from the American Car & Foundry Co. at an estimated cost of $7,900 each. Delivery is scheduled for the second quarter of 1954.

The **Fruit Growers Express Company** has ordered 280 50-ton refrigerator cars from the Pacific Car & Foundry Co. Deliveries are scheduled to begin next March.

The **Illinois Central** has ordered materials for construction of 1,500, 50-ton, 40-ft., box cars, to be built in railroad shops at Centralia, Ill., starting in March 1954.

The **Maine Central** has ordered 40 50-ton pulpwood cars from the Bethlehem Steel Company at an approximate cost of $6,900 each. Deliveries are scheduled for late next December.

The **Santa Fe** has ordered 100 70-ton covered hopper cars from the Pullman-Standard Car Manufacturing Company for delivery in mid-1954.

The **Southern** has ordered one 150-ton and 14 125-ton depressed center flat cars from its own shops.

The **Spokane, Portland & Seattle** has ordered 500 box cars from the Brainerd, Minn., shops of the Northern Pacific at a cost of over $3,000,000. The cars will be lined with fibre glass insulation.

The **Union Tank Car Company** has ordered 500 50-ton tank cars from its own shops.

The **Western Maryland** has ordered 250 70-ton 52½-ft. drop-end gondola cars from the Bethlehem Steel Company. Delivery of the cars, to be equipped with the Great Lakes Steel Corporation's nailable steel flooring is scheduled to begin in March 1954.

LOCOMOTIVES

The **Great Northern's** board of directors has authorized purchase of 37 1,500-hp. diesel units next year at a cost of $6,100,000. Six units will be for road service only and 31 will be road-switchers.

The **Norfolk Southern** has ordered three 1,600-hp. diesel units from the Baldwin-Lima-Hamilton Corporation, at an approximate cost of $465,000. When deliveries are completed early next year, the dieselization program begun by the road seven years ago will be completed. When conversion to diesel power began, the NS had 48 steam locomotives in operation, of which all but six (used in recent months primarily for yard work), have been scrapped or sold.

PASSENGER CARS

Nine New Cars Planned For Chicago-Miami Run

Nine new sleeping cars costing about $195,000 each are scheduled to be placed in "Dixie Flagler" service between Chicago and Miami late next year. Seven of the cars already have been ordered from the Pullman-Standard Car Manufacturing Company by the following railroads participating in the service: Atlantic Coast Line (two cars); Chicago & Eastern Illinois (two cars); Louisville & Nashville (one car); and Nashville, Chattanooga & St. Louis (two cars). A court hearing has been scheduled for November 5 on a petition by the Florida East Coast for authority to purchase two sleeping cars for the same service.

The **Chicago Transit Authority** has ordered an additional 50 rapid transit cars to be rebuilt by the St. Louis Car Company from existing P.C.C.-type street cars. The initial order for 150 cars of this type was reported in *Railway Age*, March 9, page 16.

The **New York City Transit Authority** has received bids on 200 new cars for city subway lines, as follows: American Car & Foundry Co.—$121,190 per car, plus 2½ per cent for escalation, with 10 cars to be delivered at the end of a year and 20 a month thereafter; Pullman-Standard Car Man-

ufacturing Company—$120,800 per car plus 10 per cent for escalation, with two cars to be delivered at the end of a year and 16 a month thereafter; and St. Louis Car Company—$125,400 per car plus 8 per cent for escalation, with five cars to be delivered at the end of 580 days, 10 the following month, 20 the next month, and 30 a month thereafter. The Authority's intention to ask for bids on these cars was reported in *Railway Age* July 13, page 121.

IRON & STEEL

The **Great Northern's** directors have approved a 1954 expenditure of $14,756,000 for track and bridge improvement. The program includes purchase and placing of 37,000 tons of 115-lb. rail.

Supply Trade

The **American Locomotive Company** has announced four appointments in its sales organization. **W. G. Lockwood** has been named district manager, southeastern sales district; **Ralph M. Darrin, Jr.,** and **Richard K. McCoy** were named assistants to **W. A. Callison,** vice-president in charge of eastern regional sales, with headquarters at 30 Church street, New York; and **H. M. Short** has been appointed assistant to **G. P. Link,** manager of renewal parts sales, at Schenectady.

George W. Curtis, Milwaukee division sales manager of the **Timken Roller Bearing Company,** has retired. Responsibility for the Milwaukee Industrial Sales division has been divided among district offices in that city, Minneapolis and Moline.

J. A. FRABUTT, government sales manager of the Federal Telephone & Radio Co., a division of International Telephone & Telegraph Corp., who has been appointed general sales manager.

WINDSOCK FOR RAILROADS TOO —The Santa Fe has erected an airfield-type windsock near the master retarder in its Argentine (Kan.) yard, so retarder operators in air-conditioned towers may know the direction and force of the wind. It appears that better control of speed of cars is possible with this knowledge. The mast is made of old boiler tubes.

OBITUARY

John E. Hogan, vice-president of Stanley H. Smith & Co., died October 19. He was 45 years old.

Securities

Authorization

CHICAGO, INDIANAPOLIS & LOUISVILLE.—To assume liability for $900,000 of equipment trust certificates, to finance in part 180 new freight cars costing an estimated $1,140,000 (*Railway Age*, September 28, page 37). Division 4 approved sale of the certificates for 99.744 with interest at 3¾ per cent—the bid of Blair, Rollins & Co.—which will make the average annual cost of the proceeds to the road approximately 3.83 per cent. The certificates, dated as of October 15, will mature in 15 annual installments of $60,000 each, beginning October 15, 1954. They were reoffered to the public at prices yielding from 3.1 to 3.85 per cent, according to maturity.

Security Price Averages

	Oct. 20	Prev. Week	Last Year
Average price of 20 representative railway stocks	58.41	57.85	62.11
Average price of 20 representative railway bonds	90.35	90.40	91.98

Dividends Declared

ATLANTIC COAST LINE—$1.25, quarterly, and $1 extra, both payable December 11 to holders of record November 13.

DALLAS RAILWAY & TERMINAL.—35¢, quarterly, payable November 1 to holders of record October 20.

GEORGIA RAILROAD & BANKING.—$1.75, quarterly, paid October 15 to holders of record October 1.

LOUISVILLE & NASHVILLE.—$1, quarterly, and $1 extra, both payable December 1 to holders of record November 2.

ONTARIO & QUEBEC.—$3, semiannual, payable in Canadian funds December 1 to holders of record November 2.

RUTLAND & WHITEHALL.—$1, quarterly, payable November 16 to holders of record October 31.

Railway Officers

BURLINGTON.—Edward J. Julis, acting general agent at Omaha and **S. J. Sienko** have been named general agents at Omaha and Spokane, Wash., respectively. Mr. Sienko succeeds **F. G. Butcher,** recently transferred to Seattle.

CANADIAN NATIONAL.—C. R. Snell, coordinator of purchasing for Canada's department of defense production at Ottawa, will return to the CNR November 1, and become general purchasing agent for the system. Mr.

C. R. Snell

Snell entered CNR service in 1919 as junior clerk in the audit department at Toronto. He was purchasing agent for the Western region at Winnipeg before going on loan to the Canadian government in 1950.

H. E. Vickers, office assistant in the accounting department at Montreal, has been appointed assistant to comptroller.

Oswald A. Trudeau, general passenger traffic manager at Montreal, will retire October 31, after more than 47 years of service with the CNR. **George Whitehead,** freight traffic representative at Vancouver, has been appointed district freight and city passenger agent at Sudbury, Ont.

CANADIAN PACIFIC. — C. W. Taylor, communications engineer at Montreal, has been appointed superintendent of traffic in the communications department at Winnipeg.

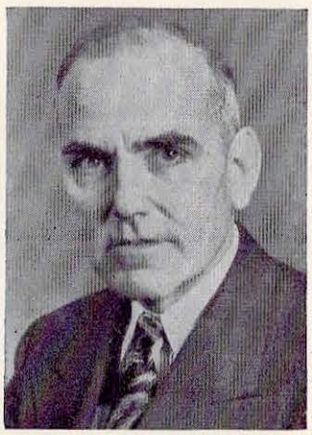
I. D. Sinclair, assistant to general counsel at Montreal, has been appointed general solicitor there, succeeding

J. Q. Maunsell, who will retire October 31, after 38 years of service.

CENTRAL VERMONT.—Charles J. Mullen has been appointed supervisor communications and signals at St. Albans, Vt. Mr. Mullen installed the first C.T.C. system in Canada in 1941 on the Canadian National lines between Moncton and Halifax.

CHESAPEAKE & OHIO.—Ted Schoening has been appointed staff assistant, passenger and public relations department, at Cleveland. Mr. Schoening was formerly associated with Merck & Co., where he was active in press, community and stockholder relations.

S. R. Secor, who has been appointed general purchasing agent, also at Cleveland (*Railway Age*, October 19), was born at Valley City, N.D., October 11, 1895, and entered railroad service in October 1911 in the accounting department of the Wabash at St. Louis. He joined the C&O purchasing department at Detroit in October 1920 and he was appointed assistant general purchasing agent in November 1947.



S. R. Secor

W. F. Stone has been appointed to the newly created position of assistant to general superintendent, Western general division, at Huntington, W. Va.

CHICAGO & ILLINOIS MIDLAND.—Paul Vaughan, general agent at Pittsburgh, has been transferred to Chicago to succeed **Harry J. Thuller,** who died recently.

COTTON BELT.—Albert E. DuRocher, tax accountant at St. Louis, has been appointed assistant to general auditor there.

ERIE.—Irwin H. Schram, chief engineer at Cleveland, will retire October 31, after more than 45 years of service.

Blair Blowers, chief engineer maintenance of way, has been appointed chief engineer, with jurisdiction over engineering and maintenance of way departments, at Cleveland, effective November 1. **Howard M. Shepard** has been named assistant chief engineer—engineering. The position of assistant to chief engineer, formerly held by Mr. Shepard, has been abolished. **Lawrence H. Jentoft,** division engineer at Hornell, N.Y., has been appointed assistant to chief engineer—maintenance of way, at Cleveland. **James P. Morrissey,** division engineer of the Marion division at Huntington, Ind., has been transferred to the Kent division at Marion, Ohio, succeeding **Raymond J. Pierce,** who has been

Blair Blowers

transferred to the Mahonning division at Youngstown, Ohio. Mr. Pierce succeeds **Wesley F. Petteys,** who replaces Mr. Jentoft on the Delaware, Susquehanna and Tioga divisions at Hornell. **Walton E. Smith,** trainmaster at Jersey City, has been appointed division engineer of the Buffalo and Rochester divisions at Buffalo, succeeding **Ronald H. Jordan,** transferred to Huntington to replace Mr. Morrissey.

Mr. Blowers was born at Troupsburg, N.Y., April 28, 1893, and attended Columbia University (C.E., 1913). He entered railroad service in 1913 as rodman with the Erie at Hornell and became chief engineer maintenance of way of the system at Cleveland in July 1946.

KANSAS CITY SOUTHERN.—Joe Hardin has been appointed district freight agent at Tulsa, Okla.

LACKAWANNA.—M. Swinger, valuation engineer at Hoboken, N.J., will retire October 31, after 46 years of service.

MILWAUKEE.—J. A. Deppe, superintendent car department at Milwaukee, will retire October 31.

J. A. Henry, general supervisor, signals and communications, at Milwaukee, will retire October 31.

John J. Sheridan, lieutenant of police at Tacoma, Wash., has been named captain of police at Sioux City, Iowa, succeeding **Martin J. Noonan,** who died October 4.

PACIFIC ELECTRIC.—H. O. Marler, passenger traffic manager at Los Angeles, will retire November 1.

OBITUARY

Edward H. Hawley, retired general agent of the **Union Pacific** died October 11, at Minneapolis.

Claude R. Young, retired personnel director of the **Illinois Central,** died October 18 at Lake Worth, Fla.

William F. Dunn, Sr., 60, tie and timber agent of the **Southern** at Washington, D.C., died October 7 at Cincinnati, while on a business trip.

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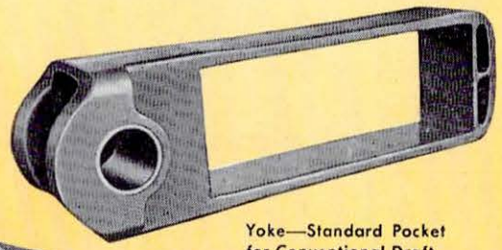
INCREASE SERVICE LIFE...
PROVIDE GREATER SAFETY
with

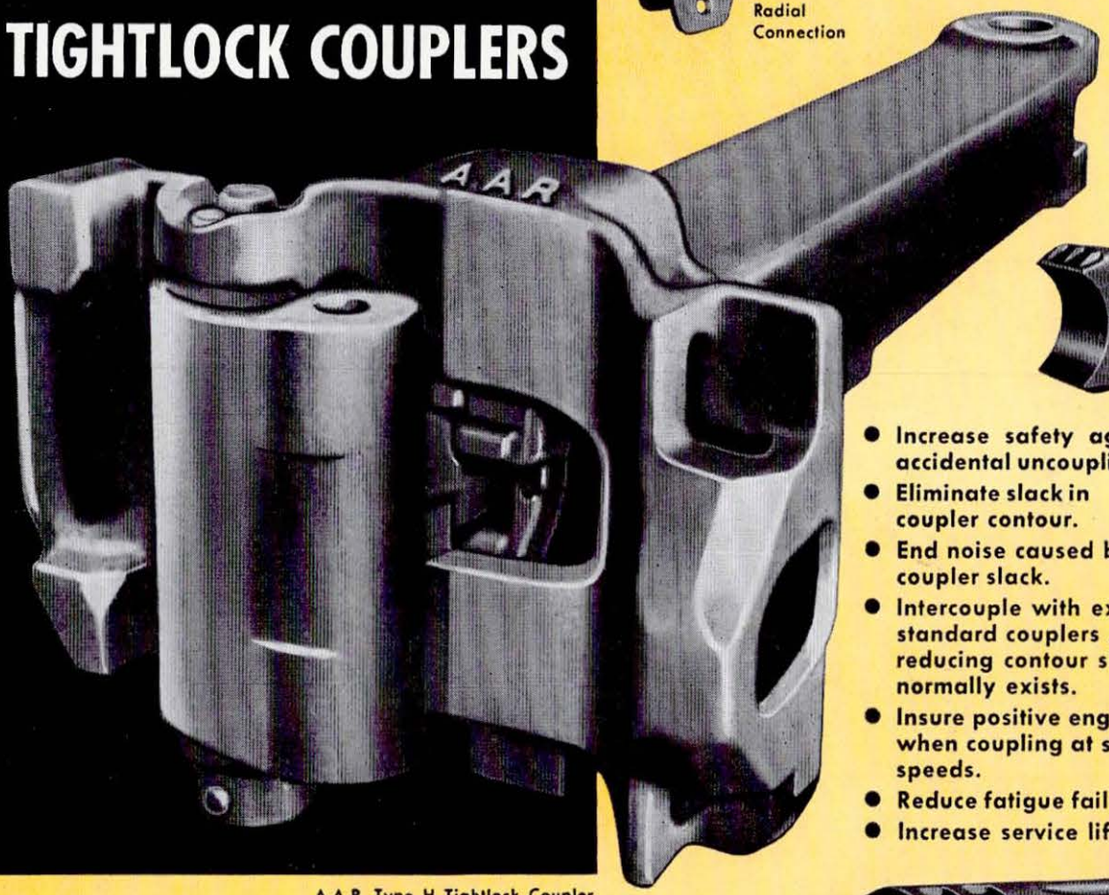
Symington-Gould

TYPE H TIGHTLOCK COUPLERS



Yoke—Standard Pocket for Conventional Draft Gear Application

Radial Connection



A.A.R. Type H Tightlock Coupler

Radial Connection Seat

- Increase safety against accidental uncoupling.
- Eliminate slack in coupler contour.
- End noise caused by coupler slack.
- Intercouple with existing standard couplers . . . greatly reducing contour slack which normally exists.
- Insure positive engagement when coupling at slow speeds.
- Reduce fatigue failures.
- Increase service life.

Shank Pin

Yoke Pin

Retainer

Yoke—Standard Pocket for Twin Cushion Draft Gear Application

DETAILS AVAILABLE IN CIRCULAR NO. 1245

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SAVE LUBRICANT !
SAVE MAN-HOURS!

Grease-lubricated TIMKEN® bearings go from one wheel-turning to the next without attention!

EXTENSIVE operating tests on passenger cars in regular service have proved that grease-lubricated Timken® roller bearings can safely go from one wheel-turning to the next without inspecting the bearings—without adding lubricant! One railroad actually ran grease-lubricated Timken bearings more than 200,000 miles without adding lubricant!

By switching from oil to grease lubrication of Timken bearings on passenger cars and diesels, railroads can make big savings on lubricant. But they also save the man-hours previously needed for checking and addition of lubricant between wheel-turnings.

Six leading railroads have already switched from oil to grease for their Timken bearing equipped passenger cars. More than a dozen other railroads are now testing the ability of grease-lubricated Timken bearings to go from wheel-turning to wheel-turning without lubrication and getting favorable results.

Timken bearings can be converted from oil to grease lubrication without modifying the bearings—without buying extra journal parts. Let us help you investigate the cost-saving advantages of grease lubrication of Timken bearings on your railroad. Write The Timken Roller Bearing Company, Canton 6, Ohio. Canadian plant: St. Thomas, Ontario. Cable address: "TIMROSCO".

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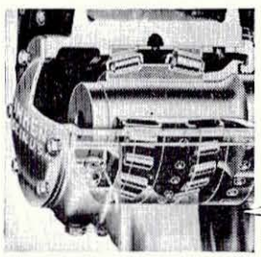
TAPERED ROLLER BEARINGS



GREASE ME AT ONE WHEEL-TURNING ...FORGET ME 'TIL THE NEXT!

NOT JUST A BALL ○ NOT JUST A ROLLER ▭ THE TIMKEN TAPERED ROLLER ▱ BEARING TAKES RADIAL ◎ AND THRUST →◎← LOADS OR ANY COMBINATION ✳